

UPDATE

Thomco Construction Inc.



(L-R) Lisa and David Thomas, founders/owners
Bob and Brandi Bergley, owners



Matson Trucking & Excavating Inc.



Connie and Scott Matson,
owners

A Message from Modern Machinery



Jeff Schwarz

**Technology is
transforming
the construction
industry**



Dear Valued Customer:

As technology in the construction industry continues to expand, the benefits are becoming increasingly obvious — improved efficiency and production, cost savings, and increased safety. Want to train new operators on how to move dirt before they ever actually sit in a machine? There are now advanced training tools such as simulators that allow new employees to gain experience in a safe environment. Want to track your projects digitally, and reduce paper consumption? With technology, you can.

Komatsu has a suite of Smart Construction customer support solutions designed to help companies digitally transform their operations throughout every phase of a project. You can read about Komatsu's new intelligent Machine Control (iMC) 2.0 technology, which introduces additional features such as auto tilt bucket control and bucket angle hold control on several mid- to large-sized construction excavators, including the PC290LCi-11, the PC360LCi-11 and the PC390LCi-11.

Most of the information needed to make important fleet management decisions is now available via Komtrax telematics, which can be accessed through a My Komatsu account. Komtrax data includes machine utilization, fuel consumption and idle time. Learn how to access this information and use it to your advantage.

As always, if there is anything we can do for you, please call one of our branch locations.

Sincerely,
Modern Machinery

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

Jeff Schwarz,
President



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Thomco Construction Inc. grows from small remodel jobs to heavy civil projects that involve earthwork, utilities



One phone call simultaneously changed David Thomas's career path and led him back to his roots.

"I had been practicing law in Seattle and Everett," recalled David. "A client called with a rather sad situation, and when I hung up

the phone, I knew I wanted to do something else. I went back to construction."

David's father was a land developer and home builder in northern Seattle. David and his brothers helped with the business growing up.

"I used that background as the foundation for Thomco," said David. "Because I was just starting out, I had little bonding capacity. The first job was a small remodel for a fire station in Oso, and we just kept building from that — with each project being a little bigger than the one before. In the very early days, there were three of us working in the field, including my brother Ed and myself."

Ed retired about two years ago after spending more than 30 years working with Thomco Construction Inc., which was founded in 1988. David and his wife, Lisa, are majority owners of the Lake Stevens, Wash., company as president and secretary/treasurer, respectively. Lisa was in college when they started Thomco Construction, and she designed its logo as an assignment for one of her classes.

"I graduated and took a job with Boeing," said Lisa. "I was full time there and worked at night for Thomco. After a couple of years, I quit my job at Boeing and committed fully to the business."

Added ownership

Around the same time Lisa took a full-time role, the Thomases hired Bob Bergley as an equipment operator. It wasn't long before he moved into a management role.

"About two weeks after I started, a superintendent had to leave and go to another job, and I was left in charge of the one I was on," said Bob, who had a strong background in construction and grew up working around the industry like David. "I must have done a good job, because things grew from there, and I'm still here."

Bob has now been with Thomco Construction for nearly 30 years and is currently the company's construction manager. He and his wife, Brandi — who works in Thomco Construction's office — also have an ownership stake in the business.



(L-R) Thomco Construction Inc.'s ownership team includes Lisa and David Thomas, who founded the company in 1988, and Bob and Brandi Bergley. The Lake Stevens, Wash., firm mainly works as a general contractor on heavy civil projects within about a 100-mile radius of its headquarters.



▶ VIDEO

Thomco Construction has four Komatsu WA270 wheel loaders in its fleet. "Their versatility is a real asset; we use them to dig, backfill, move pipe with forks and run sweepers," said David Thomas, owner and president. "The size is perfect for us because they allow us to work productively on those limited sites as well as in open areas. We can also run them in the aggregate operations to load trucks."



A Thomco Construction operator uses a Komatsu tight tail swing excavator for roadwork. "Traffic is always present, and space is limited, so using excavators with conventional counterweights are often not an option," explained Bob Bergley, part owner and construction manager. "The tight tail swings give us good productivity in those confined spaces without worrying about swinging into an open lane or an obstruction like a retaining wall."

"To be a part of a great company with a strong family atmosphere is fantastic," said Brandi. "We've all been willing to do whatever is necessary to make it work, including getting in a ditch to help dig if that's what's needed. No one has ever had the attitude that they are above doing any job. I think that's really been key to Thomco's success."

Seizing opportunities

The Thomases had already shifted Thomco Construction's focus from small remodeling jobs to dirt projects by the time the Bergleys came on board. Over the last few decades, they have worked together to build the company into a general contracting firm that specializes in heavy civil earthwork and underground utility installation.

"Hard-bid governmental contracts for the Department of Transportation, counties and municipalities make up more than 90% of our workload," said Bob. "We have done projects on military bases, private housing developments and commercial sites. Occasionally, we subcontract, but it's our preference to be the general, so we control the scheduling. We typically perform just the dirt work and utilities, and we sub out paving, retaining walls, striping and other items."

Thomco Construction crews work within about a 100-mile radius of Lake Stevens. The company's projects have ranged from \$25,000 up to \$20 million currently. Thomco Construction typically has two or three big undertakings going on at any one time, with a few smaller jobs mixed in. A fair number of aggregate materials come from a separate company the couples own, Thomco Aggregates LLC, which has a pit in Lake Stevens that supplies virgin and recycled products as well as a quarry in Granite Falls.

"We have consistently looked for good opportunities to build, such as opening the aggregate business and expanding into recycling," said David. "If it's something that makes sense and fits with what we are doing, we will talk about and consider it."

Equipment, support make a difference

Currently, Thomco Construction is widening part of Washington State Route 522 near Bothell from four lanes to six with turning lanes and plans to complete the job within the year. As the general contractor, it removed 140,000 yards of earth and imported about 160,000 tons while subbing out paving, retaining walls and ancillary items.



Discover more at
ModernUpdate.com

Continued...

'The tight tail swings give us good productivity'

... continued

Bob noted that the 522 job highlights why Thomco Construction has added several Komatsu tight tail swing excavators to its fleet. The company currently uses PC88MR, PC138USLC and PC238USLC models to dig and set utility pipe.

"Traffic is always present, and space is limited, so using excavators with conventional counterweights is often not an option," Bob explained. "The tight tail swings give us good productivity in those confined spaces without worrying about swinging into an open lane or an obstruction like a retaining wall."

Thomco Construction also utilizes 28,000-pound-plus Komatsu WA270 wheel loaders for a variety of purposes. Each are equipped with quick couplers for fast attachment changes.

"Their versatility is a real asset; we use them to dig, backfill, move pipe with forks and run sweepers," said David. "The size is perfect for us because they allow us to work productively on those limited sites as well as in open areas. We can also run them in the aggregate operations to load trucks."

Thomco Construction added Komatsu equipment with the help of Modern Machinery Territory Manager Marc Bandy, who also assisted the company in accessing

the machines' Komtrax telematics data such as utilization and idle ratio through the My Komatsu customer portal.

"Having that information is a real benefit because it gives us the ability to see trends and proactively address potential issues," said Bob. "Support is a big factor in our equipment choices. Marc and Modern continue to do a great job from all aspects — sales, rentals and support. We appreciate everything they do for us."

Future looks bright

Thomco Construction continues to expand. Its approximately 60-member staff now includes the Thomases' daughter Samantha Bosh, who works in the office, and the Bergleys' son Mason, who is a crew foreman.

"There is opportunity for them to take the business over some day," said Lisa. "There are also opportunities for anyone who works here to move up, just like Bob did. Our staff is a good mix of longtime employees like Alex Barron, who has been with us almost from day one, and some younger talent that we have recruited more recently."

"That's going to be key going forward as we look for controlled growth," added Brandi. "There is a lot of work in this area, and we are in a good position. We believe the future is bright." ■

(L-R) Thomco Construction Inc. owners Bob Bergley and David Thomas talk with Modern Machinery Territory Manager Marc Bandy. "Support is a big factor in our equipment choices. Marc and Modern continue to do a great job from all aspects — sales, rentals and support. We appreciate everything they do for us," said Bob.



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Matson Trucking & Excavating Inc. provides customers with finished projects in challenging locations

Connie and Scott Matson are all about “taking the impossible and making it possible.” That’s gotten tougher to do over the years due to land availability in northern Montana, but Matson Trucking & Excavating Inc. continues to succeed, according to Scott.



Connie and Scott Matson own and operate Matson Trucking & Excavating Inc. in Whitefish, Mont. The company provides earthwork and trucking to private residential customers and developers as well as some commercial clients.



Operator Jason Burlingame digs out a hillside for a residential home project with a Komatsu PC238USLC-11. “The excavator is very well balanced and has good digging power, so I can work on tight jobs or open sites with good production. The fact that I don’t have to worry about the counterweight hitting something is an added bonus,” said Jason.



“It seems like all the easy sites to build on are gone,” he indicated. “What’s left is mainly hillsides, which can be really challenging. A good deal of our business involves really unique foundation digs and rock walls. We have continued to build our skills and staff to handle any type of earthwork that comes our way.”

Connie and Scott founded Matson Trucking & Excavating in 2006 in Whitefish, Mont., with trucking as its main focus. The Matsons added earthwork once Scott learned the ropes from Connie’s father.

“My grandfather had an excavation business, and my parents followed suit,” explained Connie, who is now the third generation in her family to be involved in the construction industry. “In kindergarten, when we went half days, we would spend the other half riding in the dump truck with our mom. As we got older, my sister and I were laborers. Eventually, I started running skid steers and dozers and helping put in rock walls.”

Connie ultimately decided to pursue a career as a dental hygienist and then worked part time while Matson Trucking & Excavating grew. Two years ago, she quit dentistry to focus solely on the company. Connie now spends a good deal of time doing bookwork and helping repair and maintain equipment in Matson Trucking & Excavating’s shop. She also helps on-site when needed and occasionally runs equipment.

Complete site services

Currently, Matson Trucking & Excavating is focused on being a sitework contractor. The company has 15 employees, who are split into three to four crews, and covers about a one-hour radius of Whitefish. Scott runs the field side, and he estimated that about 80% of the workload is residential site development and the rest is commercial.

“About five years after we started, the earthmoving part of the business really took off, and we started adding equipment and finding our own jobs,” he continued. “We now offer everything from clearing to backfilling and finish grading, including digging foundations and installing utilities.”

The Matsons credit their staff for the company’s ability to complete tough projects on time and on budget.



► VIDEO

Foreman Ryan Griffith grades a building pad with a Komatsu PC55MR-5. "The compact size of the tight tail swings like the PC55MR is a great advantage," said Ryan. "It's nice to be able to be up in a compact space or open area and feel confident that you can get the job done."

"They are rock stars!" exclaimed Connie. "We couldn't do this without them. Some have been with us for several years and have been integral to our success. They have grown with us. Several came to us because we don't stray too far from home, and they got tired of being on the road. We like to believe they are part of the family, and we can't thank them enough."

Scott added that the quality of work that he, Connie and the Matson Trucking & Excavating team provide helped the company build an expanding client base.

"Our reputation has been a huge growth factor," Scott emphasized. "We don't really advertise. Practically all of our new jobs are gained from word-of-mouth referrals from current and previous customers. We pride ourselves on that."

High production in tight spaces

Because Matson Trucking & Excavating's projects are often done on compact job sites, the Matsons rely heavily on Komatsu tight tail swing excavators, including PC55MR-5, PC138USLC-11 and PC238USLC-11 models.



A Matson Trucking & Excavating operator digs a house foundation with a Komatsu PC138USLC-11 excavator. "The PC138 is a great in-between excavator, and that's why we have two of them," said owner Connie Matson.

"All have the advantage of giving us good power and stability to get the job done without worrying about a traditional counterweight swinging into a building or obstruction. That

Continued...

PC238 'perfect' for tight spaces

... continued



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gives us good productivity," said Scott. "At the same time, each has unique applications for us. For instance, we use the PC55 for fine grading and small utility work such as putting in residential lines. It has great reach for its size. We love the mobility because we can quickly load it on a smaller trailer and haul it with our pickups."

Matson Trucking & Excavating digs foundations with the PC138USLC-11 and utilizes the PC238USLC-11 for bulk excavation.

"They are big and bad, in a good way," said Connie. "If you want to hog out material

efficiently in tight spaces or open areas, the PC238 is the perfect machine. We also put a hammer on it, and it does a great job of breaking up rock. The PC138 is a great in-between excavator, and that's why we have two of them."

The Matsons started buying Komatsu several years ago and worked with Modern Machinery Territory Manager Ben Ralls to acquire the excavators, as well as a WA270-8 wheel loader the company uses for various tasks.

"The service and support that Ben and Modern provides is outstanding," said Scott. "We love that they take care of the routine services for 2,000 hours or three years with Komatsu Care on our newer machines because it lets us concentrate on moving dirt, and it lets us have peace of mind that the equipment is properly maintained. We buy filters for our truck from them too. The nice thing is that they come to our shop, take inventory and stock the shelves for us. It's less we have to keep track of."

Concentrating on quality

As for now, the Matsons are focused on living in the moment and continuing to provide outstanding work on time and on budget.

"We have had steady growth, and we think that's the best way to build the business," said Connie. "If you get too big too fast, it creates headaches and quality suffers. Our goal is always to give our customers the quality they deserve."

Scott added, "We are also not really looking to expand into other markets. Residential has served us well, so we want to continue concentrating on that as well as stay within about an hour of our home base." ■



(L-R) Matson Trucking & Excavating owners Connie and Scott Matson and Modern Machinery Territory Manager Ben Ralls watch operator Ryan Griffith work. "The service and support that Ben and Modern provides is outstanding," said Scott. "We love that they take care of the routine services for 2,000 hours or three years with Komatsu Care on our newer machines because it lets us concentrate on moving dirt, and it lets us have peace of mind that the equipment is properly maintained."

Owner Scott Matson pushes material over a bank with a Komatsu WA270-8 wheel loader. "It's a good machine that gives us versatility," said Scott. "Like all our Komatsu equipment, it's dependable and productive."



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Proprietary iMC 2.0 promotes significant productivity gains for Komatsu's mid- to large-sized construction excavators

Productivity is the key to success on the job site, and the faster a crew can reach maximum productivity, the better. As part of Komatsu's suite of Smart Construction products, services and digital solutions, its intelligent Machine Control (iMC) 2.0 gives contractors the opportunity to take advantage of sophisticated, productivity-enhancing automation.

"Aimed to quickly lessen the skill gap between new and experienced operators — and improve the bottom line for contractors — our excavators with iMC 2.0 technology can help contractors transform their job sites into highly efficient, highly productive operations," said Andrew Earing, senior product manager, tracked products, Komatsu.

Developed with input from leading construction companies, Komatsu's iMC 2.0 offers additional new features such as auto tilt bucket control and bucket angle hold control on several mid- to large-sized construction excavators: the PC290LCi-11, the PC360LCi-11 and the PC390LCi-11.

"They are an excellent match for footing excavation, trenching and slope work, with factory-integrated systems to help minimize over-excavation and empower operators to dig straight to grade quickly and accurately," said Earing.

Exclusive iMC 2.0 productivity features

Auto tilt bucket control assists operators by aligning the bucket parallel with a slope, so finish grading can be accomplished

without needing to align the machine with the target surface.

Bucket angle hold control helps operators reach finish grade quickly and accurately. It automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform finish grading using only arm input.

Both new features build upon the semi-automatic functions that were maintained from the first generation of iMC excavators, including the ability to switch from manual to semi-automatic modes.

"Existing and new technology in the iMC 2.0 excavators has proven to increase production and efficiency while reducing costs," said Earing. "We encourage anyone looking for those attributes to test one for themselves." ■



Andrew Earing,
senior product
manager, tracked
products, Komatsu



Watch the video

Quick Specs

Model	Horsepower	Operating Weight	Bucket Capacity
PC290LCi-11	196 hp	70,702-72,091 lbs.	0.76-2.13 cu yd
PC360LCi-11	257 hp	78,645-80,547 lbs.	0.89-2.56 cu yd
PC390LCi-11	257 hp	87,867-90,441 lbs.	0.89-2.91 cu yd

Auto tilt bucket control and bucket angle hold control are exclusive new features of Komatsu's iMC 2.0 excavators, including the recently introduced PC290LCi-11, PC360LCi-11 and PC390LCi-11. "Our excavators with iMC 2.0 technology can help contractors transform their job sites into highly efficient, highly productive operations," said Andrew Earing, senior product manager, tracked products, Komatsu.

► VIDEO





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From time, fuel and maintenance savings to less paper, job site connectivity provides profit potential

Why is job site connectivity such an important consideration for your construction business? Because technologies that support connectivity facilitate better and faster communication between your field personnel and those in the office.

"The potential cost savings of connectivity are quite large," said Komatsu's Jason Anetsberger, director of customer solutions. "With connectivity comes the ability to digitally send files, pull data directly from machines without driving to the site and more. The old saying that 'time is money' really applies because connectivity saves both."

Here are six reasons job site connectivity could potentially pay off for you.

1. Faster responses and adjustments

Few things are worse for project managers than finding out their job site is behind schedule. In the past, they relied on field personnel to phone in daily or weekly load counts, amounts of material moved and other critical information. However, by the time they received such information, the project could be losing money.

2. Less paper

Historically, superintendents, foremen and other field personnel would take a set — or multiple sets — of plans to the job site, while another set would be in the office. Today, digital plans are more the norm. With a connected job site, plan changes can be sent directly to a tablet, smartphone or a machine.

Paper timecards can also be virtually eliminated. With a connected job site, field personnel electronically log and send hours via email or with several timecard apps available through smartphones and other devices. A bonus is that this is done in near-real or real time, so your office staff doesn't have to wait for timecards to be turned in and spend hours going through them.

3. Time and fuel savings

In the old days, if there was a change in plans, it meant a trip to the job site. Depending on how far away the job site was, that could mean hours in a vehicle and burning several gallons of gas or

diesel. When you can transfer files electronically, there is no need to drive to the job site.

4. Reduced equipment service, maintenance and repair costs

A connected job site gives fleet managers the ability to track machine hours more closely than ever. Hours can be accessed directly from the machine, which lessens the potential for going past scheduled service intervals. Missing scheduled service can be potentially problematic and lead to costly catastrophic failures that take big bites out of the bottom line.

A clear, up-to-date picture of machinery's current hours and a better ability to track them lets fleet managers be proactive about scheduling service, maintenance and repairs, and ensures needed parts and fluids are on hand ahead of time. Fleet managers can take equipment out of service at times when it is not needed or after hours to limit downtime, stay productive and increase profitability.



Jason Anetsberger,
director of
customer solutions,
Komatsu

Continued...



Job site connectivity allows field personnel to send information such as load counts, amounts of dirt moved, hours worked and more directly to the office, which reduces paper costs. Project managers can save travel time and fuel by sending design changes directly to connected machines and on-site personnel.

Job site connectivity can increase production, safety

... continued

5. Maximized manpower

Intelligent machines have a modem that connects to the cloud via cellular, according to Anetsberger. As they track around the job site, they are essentially functioning as a high-precision GPS rover that allows you to record as-built data and show progress from afar.

"It virtually eliminates the need for a grade checker, so that person can be utilized somewhere else in a more productive manner such as installing pipe," Anetsberger continued. "Project managers have almost immediate information about where a machine is in relation to target elevation, and they don't have to wait for someone to phone in or drop off that information. With no guesswork, they can send personnel to perform other tasks sooner."

6. Increased safety = lower premiums

Connectivity goes much further than linking the office and the job site. Connectivity is also available through wearable technology. Smart helmets and safety vests that have enabled tracking and remote communication capabilities can help keep your workers safer. Smart work boots with sensors can automatically alert others if workers enter an area that has been designated as unsafe.

Safety is always a top priority for any job site, and prioritizing safety may also have side

benefits including the reduction of potential costs associated with accidents. A better safety record can also lead to more work, as many entities — including governmental projects — take safety records into account when awarding contracts.

An additional advantage is that a positive safety record could also lower your insurance premiums.

"When determining your premiums, insurance companies consider the likelihood that they'll have to pay out a claim on your behalf. If the risk is lower than normal, you'll pay a lower premium and vice versa," according to Safety Management Group, a privately held safety management company.

"If you have a smartphone, you may have already made the most significant investment in hardware that you need to become connected," added Anetsberger, who also noted that if you have an intelligent machine, you already have the hardware you need to be digitally connected on the job site. "You don't have to invest in huge infrastructure. You just have to be willing to take the first step and identify a solution that will begin to transform your operations."

Anetsberger concluded, "The first step can be tough, but more than likely, it will pay off." ■

Intelligent machines have a modem that connects to the cloud via cellular. As they track around the job site, they are essentially functioning as a high-precision GPS rover that allows you to record as-built data and show progress from afar, virtually eliminating the need for a grade checker who could be used for a more profitable task.



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Technology tools make training safer and can potentially have profitability benefits

Hands-on training can be a great way to learn a new skill. However, it can also pose a safety risk for workers learning new tasks when they have little or no experience.

To limit these risks — and still allow trainees to gain experience — more people are turning to technology. Online training, simulators, mixed and virtual reality, and other innovative methods allow new employees to get the training they need in a safe environment.

"Komatsu — and our partners — focus on zero-harm initiatives. Workplace injuries are costly, and putting unskilled people in situations they are unfamiliar with increases risk," said Bill Chimley, Komatsu's senior director of training and publications for North America and the company's global mining solutions. "Using today's technology to build a knowledge base and skills through e-learning and simulated job site environments makes a great deal of sense."

Online, computer learning

Universities began developing online learning courses and degrees several years ago, allowing students to take classes at their own pace, from any geographical location or without the need for a professor to directly share the content. This decreased the costs associated with travel and being on campus, while reducing the overhead of the university. Over the past two years, the COVID-19 pandemic significantly increased the number of people turning to technology-based education. From colleges to technical schools to businesses to high schools, millions of learners accepted this as part of their blended curriculum.

"A real advantage of online and computer-based modules is that they can be done practically anytime, from

Editor's Note: This article is excerpted from a longer piece that includes information about Komatsu Academy. To read it in its entirety and learn more about Komatsu's goal of building a learning community, please visit <https://www.komatsu.com/en/blog/2022/technology-tools-make-training-safer/>.



Continued...

Online learning has been available in the construction industry for many years, but the global pandemic increased its usage. It's a way for workers to safely build their knowledge while working at their own pace or within a certain timeframe.



'Simulators offer a real advantage'

... continued

anywhere," said Chimley. "The value of 'in-the-flow-of-work' has grown tremendously as manufacturers struggle to attract, upskill and retain employees. Candidates for many job roles in our industry are building and advancing their skills before they ever see a machine or job site. This can be beneficial for work areas that have inherent safety concerns such as working on electrical systems. Understanding how they work can help reduce or eliminate the risk of shock."

Chimley added, "Our contractors want their workers to get similar training when it comes to their operations, whether it's a mechanic, an operator, a fleet manager or anyone else in their organization who has a desire to learn."

Wearable devices play an important role in training

Two-way headsets have been around for many years, and Komatsu trainers have used them in conjunction with on-the-job and in-the-cab training. The ability to connect a technician on the job site with an expert back at the main office — while sharing relevant information and first-person point of view — has grown in functionality and usage during the pandemic. Tools like these provide another way to upskill while on the job and can help bridge the gap to the next generation of workers.

Simulators provide workers with real-world scenarios and let them build skills in a safe environment that doesn't involve the risk of injury.

"I'm not sure we will ever see the same amount of on-site training as before the pandemic, but there are certain situations where it's necessary to have someone physically there," said Chimley. "Fortunately, our trainers are very skilled at the systems, function and operation of our products. They know the capabilities of the machines and have years of experience in many applications."

"In real time, by using wearable devices, they can tell trainees what they need to do to be more effective, like spotting a truck differently for an operator, or troubleshooting a hydraulic system," Chimley added. "Wearable devices will no doubt grow in functionality, but today they still have a great deal of value in situations where expert advice is needed in real time."

Simulators with AR, VR

If wearable devices like headsets are at the beginning of the training technology spectrum, then augmented reality (AR), virtual reality (VR) and mixed reality (MR) are at the end. AR uses a real-world setting, while VR is completely virtual. MR works by creating experiences that fuse the virtual world with the real one through enhanced holographic visuals. All three can be used to help employees learn skills within a safe environment.

"With relatively few components, today's simulators are very portable and can be set up practically anywhere," said Chimley. "Time on actual production machines is very difficult to obtain, so simulators offer a real advantage. When training is done on a machine, you can only have one person in the cab at a time, and the rest of the operators are likely standing around watching."

The payoff is worth it

Safety is always the number one priority for workers and trainees, and there can be significant costs associated with workplace injuries. With direct and indirect costs, a single incident could cost thousands or even hundreds of thousands of dollars.

"Incidents have financial impacts both in the short term with fines, and in the long term with higher EMRs (Experience Modification Rates) that lead to increased insurance premiums," said Chimley. "Reducing the likelihood of injury is essential, and today's training tools are a good way of doing that. While there is a cost to online training with simulators and other methods, the payoff is well worth it." ■

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Andrew Earing, Komatsu senior product manager, said the PC290LCi-11 is well suited for nonresidential applications such as commercial developments and infrastructures. It delivers large production

volumes with a relatively small footprint and low transportation weight.

Insider Tip: "Consider adding the auto-tilt bucket IMU (inertial measurement unit) field install kit for even greater levels of productivity and efficiency. This allows for expanded grading capabilities as well as auto return to horizontal," said Earing. ■

Learn more about iMC 2.0



Doing more with less

Looking for high production, efficiency and energy savings? The D71-24 dozer delivers with features such as variable displacement for the charge pump and variable matching to reduce horsepower loss and fuel consumption, respectively.

Compared to the D65-18, the D71-24 has 9% more horsepower and better fuel efficiency. It also has 13% more blade capacity, plus a 6% increase in cubic-yards-per-gallon production efficiency.

Insider Tip: "A hydraulically driven fan with electronic control also helps decrease fuel consumption," said Rafal Bukowski, Komatsu product specialist. ■



Learn more about the D71-24



Better determine your large equipment's operating costs

Consumables such as pins, bushings, brakes, starters, alternators and serpentine belts can significantly affect your operating expenses, but it can be hard to factor them into your budget because replacement of these wear items depends largely on machine operation, according to Komatsu's Felipe Cueva, manager, Genuine Care.

With the new Komatsu Care Plus III program — in addition to periodic maintenance, scheduled services and total machine repair coverage — consumables are covered through the first life of the machine.* In most cases, that's 20,000 hours.

Insider Tip: "Plus III is the most comprehensive Komatsu Care Plus program for total machine coverage, with the added benefit of cost-per-hour billing, so customers will have a much easier time determining

their costs and budgets. They should check with their distributor for specific rates," said Cueva. ■

**Based on model. Exclusions apply. Please see your Komatsu dealer for full terms and conditions.*



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Here's how to access Komtrax data on your registered machines through My Komatsu and use it for savings

Fleet managers know the challenges of getting the information they need to maintain machinery and make important decisions related to service. What if all the utilization data, parts-ordering capabilities, service manuals and more were available on one platform?

"My Komatsu enables users to access and evaluate their assets," said Gabe Saenz, digital experience manager, Komatsu. "It can save many hours of trying to track down machine information and help you be more proactive about service and repairs, when to order parts, and other critical factors related to fleet management."

Most of the information needed to make those fleet management decisions is available via Komtrax telematics, which can be accessed through a My Komatsu account. Komtrax data

includes machine utilization, fuel consumption and idle time.

"Downloading the My Komatsu mobile app and then registering through it is easy," said Matt Beinlich, director of digital support solutions, Komatsu. "We believe, for convenience, the app is the best platform to use, because once you're registered, you can access telematics data from practically anywhere with the app."

To access Komtrax, follow these steps:

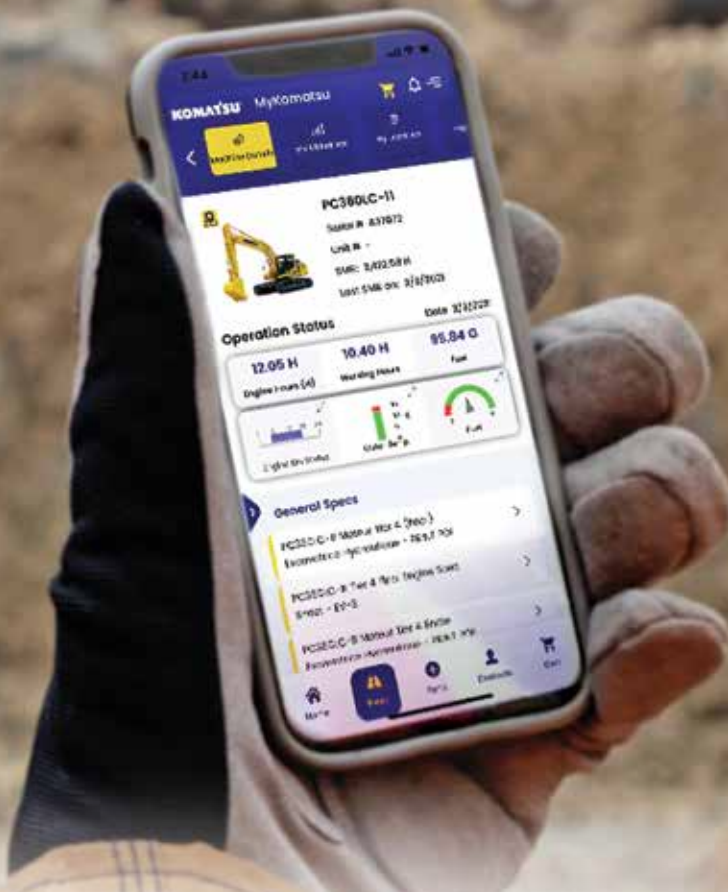
- Go to the "My Komatsu" website (mykomatsu.komatsu) and sign up for an account
- Click the "Register Now" tab; a distributor representative will contact you to complete the registration process
- Once you have an account, log in and locate the "My Fleet" tab on the homepage

For more helpful information, including videos about My Komatsu and Komtrax, visit <https://www.komatsu.com/en/services-and-support/equipment-monitoring-and-analysis/my-komatsu/> and <https://mykomatsu.komatsu/>.



Continued...

The My Komatsu mobile app gives you on-the-go fleet management capabilities. "We believe, for convenience, the app is the best platform to use," said Matt Beinlich, director of digital support solutions, Komatsu. "Once registered, you can access telematics data from practically anywhere with the app."



'With just a few clicks, you can get monthly reports'

... continued

- Select the model or serial number(s) of the piece(s) of equipment you want information for

"If you click the 'My Utilization' tab at this point, you can get a breakdown of the machine's working status," said Elliott Hwang, Komtrax system administrator. "Easy-to-read graphs break down and simplify the information. With just a few clicks, you can get monthly reports that will show statistics of critical data. If you notice concerning trends, you can address them."

Hwang continued, "Komtrax lets you set alerts, so you are notified if those continue. Because the parameters of what you want for each machine are different, you can customize the alerts."

How to decrease fuel consumption

A real benefit of Komtrax is using telematics data to make critical decisions, improve operations and see savings, according to Hwang. He used fuel usage as an example.

"One of a fleet manager's biggest challenges is knowing how many equipment hours are due to

idle time versus production when they are not on-site," added Salvador Davalos, Komtrax system administrator. "Excessive idle time is a huge waste of fuel, and with the high cost of diesel, it's critical to conserve as much as possible."

Fleet managers have instant access to Komtrax telematics data through My Komatsu. If they see that a machine's idle percentage is beyond the stated goals they have set, they can then address the issue with the operator and field personnel.

"Fleet managers can show operators ways to reduce idle time such as shutting a machine down during lunch or when there is a long stretch between production times," said Davalos. "Any cut in fuel costs increases profitability. Setting an alert that notifies you when a machine has exceeded its idle percentage goal provides the information right away without needing to log in to My Komatsu."

To set an alert:

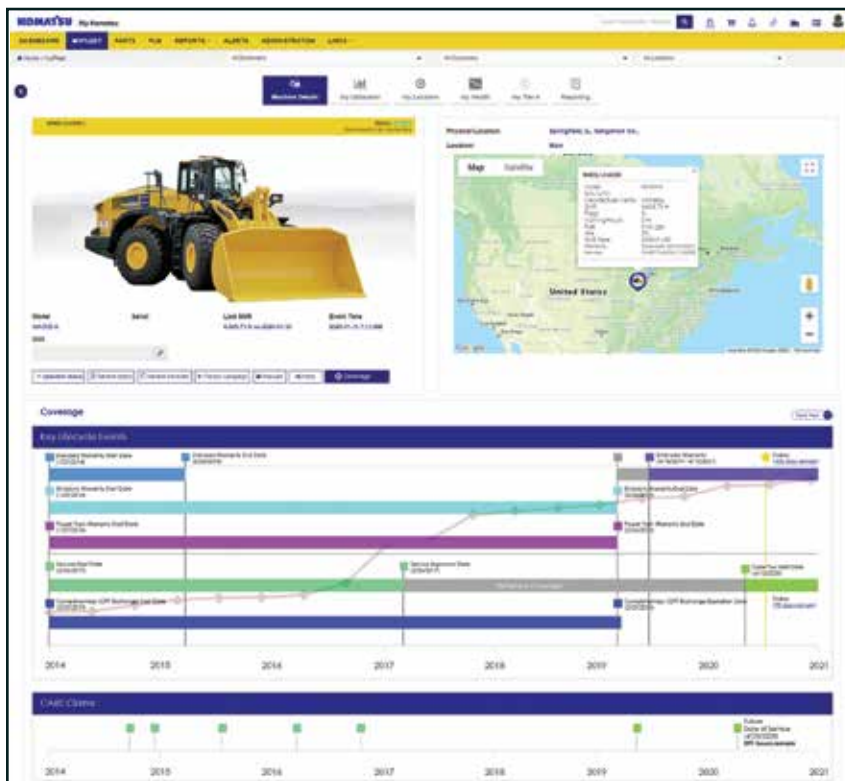
- Click the "Alerts" tab at the top of the machine's report page
- Create a condition you want to see, such as percentage of idle time
- Select the machine(s)
- Enter the emails of the users that you want to be notified

"You can set up Komtrax to alert you when all machines exceed the goal percentage or stated fuel usage consumption, but a better approach would be to customize the settings because the goals typically vary by type of machine and the situations they are working in," said Hwang. "For instance, you may have one percentage for all dozers and another for excavators. You can even set alerts for individual machines. No matter what you do, the idea is to proactively track idle time and fuel usage, and decrease both as much as possible."

Further savings ahead

Currently, only Komtrax telematics data for registered Komatsu machines is available through My Komatsu. But soon, you will have the ability to access telematics data for other manufacturers' equipment as well, giving fleet managers even more information they can use to drive savings.

"Some of our data will be available on other OEM (original equipment manufacturer) systems as well; it's good for those managers with mixed fleets," said Saenz. "The key differentiator is that, as has always been the case, Komtrax remains complimentary. We want users to see and use the data to increase their efficiencies and production, as well as lower their owning and operating costs." ■



Having current telematics data from your machines lets you make more proactive decisions regarding fleet management and address potential issues such as excessive idle time. "You could set (Komtrax) up to alert you when all machines exceeded the goal percentage or stated fuel usage consumption, but a better approach would be to customize the settings because the goals typically vary by type of machine and the situations they are working in," said Elliott Hwang, Komtrax system administrator.



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Modern Machinery showcases a wide array of forestry machines at the 84th Oregon Logging Conference

Modern Machinery displayed a variety of forestry machines and occupied one of the largest exhibit spaces at the recent Oregon Logging Conference (OLC), which returned to the Lane County Events Center and Fairgrounds in Eugene after a one-year hiatus.

"The OLC is a great event that draws attendance from all over North America and the world most years," said Jason Vaughn, Oregon regional manager for Modern Machinery. "It's been a terrific venue for showcasing the broad offerings from Komatsu Forest and other Modern Machinery partners in the industry. We had a good deal of traffic through our display, and most of the contractors and landowners we talked to were optimistic about business in 2022."

The equipment display had several pieces of Komatsu equipment, including a PC290LL-11 log loader. The 89,000-pound-plus machine has a 40-foot live heel logging boom and arm, and nearly 76,000 foot-pounds of swing torque.

Modern Machinery also showcased a Komatsu WA600LL-8 wheel loader with a grapple attachment that can be used for carrying bundles of logs in mill yards. Large-capacity steering, lift and boom cylinders assist in handling those heavy loads.

Additional Komatsu machines included a GD655-7 motor grader, which is useful for road building, and a PC35MR-5 tight tail swing excavator that can be used in a variety of applications.

The equipment display also featured a TimberPro (a Komatsu-owned company) TL755D West Coast Edition shovel logger. It carries a large saw head for cutting large-diameter stems, and it has an oversized boom cylinder for great lift capacity. The shovel logger has a larger lower structure and track frames for greater stability on steep slopes as well.

Falcon featured

Modern Machinery spotlighted the Falcon Forestry Equipment (FFE) steep-slope, winch-assist machine set up on a Komatsu PC290LC-11 and an FFE Falcon Claw 1750 motorized grapple carriage for semi-automated cable yarder logging.

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winch-assist machine set up on a Komatsu PC290LC-11. The winch assist is designed for constant tension and attaches to a log loader, feller buncher, harvester or skidder to allow those machines to work on steep slopes, where it could be too dangerous to operate without a cable assist.

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

Madill, Peterson Pacific

A Madill 4000 log loader and a Peterson Pacific 5710D horizontal grinder were also in Modern Machinery's exhibit space. The 388-horsepower Madill 4000 has a robust undercarriage for great stability, large components such as 30-inch double grousers and nine excavator rollers per side, as well as ski-type rock guards. A closed-loop, energy-recovery system swing drive powers

the loader's multifunction capability with no slowdown.

Peterson Pacific's 88,500-pound tracked 5710D is designed for high-volume producers with demanding end-product specifications, as well as for frequent moves between jobs. Users can choose from a standard 1,050-horsepower engine or an optional 1,125-horsepower engine that provides a high power to weight ratio. It has a 60-by-40-inch feed opening and can handle a wide range of materials, including stumps.

"We felt like the OLC was a great success this year, especially considering the conference had to be cancelled last year due to COVID," said Vaughn. "Oftentimes, when an event like this gets postponed or cancelled, it is difficult to regain 100% participation in the following years. Despite the challenges, attendance was only off by 8% from the previous conference, which was one of the largest in history. We are already looking forward to next year's show."


The next OLC is scheduled for February 23-25, 2023, at the Lane County Events Center and Fairgrounds in Eugene. ■




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Used Equipment Priced to Sell

(Prices subject to change without notice)

Manufacturer/Model	Description	Serial No.	Year	Hours	Price
Dozers 					
KOMATSU D155AX-8	SIGMA BLADE, MS RIPPER	100359	2019	1,783	\$575,000
KOMATSU D85PX-18	SU BLADE	22098	2017	4,610	\$265,000
KOMATSU D65PX-17	STRAIGHT BLADE	1987	2014	5,051	\$105,000
KOMATSU D65PXI-18	PAT BLADE, 915 SYSTEM	90480	2016	4,190	\$205,000
KOMATSU D65WX-17	PAT BLADE, MS RIPPER	1893	2013	3,969	POR
KOMATSU D61EXI-24	PAT BLADE, MS RIPPER, UHF SYSTEM	B61169	2020	2,103	POR
KOMATSU D61PX-24	PAT BLADE	B61088	2019	2,672	\$214,500
KOMATSU D51PXI-24	PAT BLADE, 915 SYSTEM	B20850	2020	707	\$245,000
KOMATSU D39PX-24	PAT BLADE, MS RIPPER	100179	2021	753	POR
KOMATSU D39PXI-24	PAT BLADE, UHF SYSTEM	100181	2021	814	POR

Wheel Loaders 					
KOMATSU WA600-8	9.5 YD BUCKET, BRAKE COOLING	80279	2020	2,240	POR
KOMATSU WA500-8	8 YD BUCKET, AJSS	A97132	2020	3,737	POR
KOMATSU WA480-8	7 YD BUCKET, AJSS, BRAKE COOLING	A48144	2020	4,040	\$300,000
KOMATSU WA475-10	5.8 YD BUCKET, AJSS, MONO LEVER	120414	2022	1,040	POR
KOMATSU WA470-8	5.5 YD BUCKET	A49466	2019	3,496	\$235,000
KOMATSU WA380-8	QC	A75257	2020	1,412	\$229,000
KOMATSU WA320-8	QC, REAR FENDERS	86759	2022	68	POR
KOMATSU WA270-8	QC	85282	2022	275	POR
KOMATSU WA200-8	QC	87567	2022	63	POR

Compaction 					
DYNAPAC CA5000D	84" SINGLE, A/C	10000174TMA031170	2021	255	POR
DYNAPAC CA3500PD	84" PADFOOT	10000168EKA023682	2019	486	POR
DYNAPAC CA2500D	84" SINGLE	10000167HLA030574	2021	396	POR
DYNAPAC CA2500PD	84" SINGLE PADFOOT, A/C	10000167PLA026630	2021	611	POR
DYNAPAC CA1500D	66" SINGLE	10000160LLA030284	2021	94	POR
DYNAPAC CA1400D	66" SINGLE	10000169VLA030622	2021	133	POR
DYNAPAC CC4200VI	66" ASPHALT ROLLER	10000385JJA023170	2019	90	POR
HAMM HD14VO	54" ASPHALT ROLLER	H2310256	2017	714	\$45,000
HAMM HDO120V	OSCILLATORY ROLLER	H1750133	2006	0	\$28,000

Excavators / Backhoes 					
KOMATSU PC800LC-8E0	18' ARM, COUNTERWEIGHT REMOVAL SYSTEM	65067	2012	8,595	\$450,000
KOMATSU PC650LC-11	14' ARM, COUNTERWEIGHT REMOVAL SYSTEM	80139	2020	1,148	POR
KOMATSU PC490LCI-11	13' ARM, UHF SYSTEM	A45068	2018	2,485	\$385,000
KOMATSU PC490LC-11	11' ARM, QC, 3RD MEMBER HYDRAULICS	85596	2019	3,552	\$432,000
KOMATSU PC360LC-11	13' ARM, QC, +1 HYDRAULICS, PROP. JOYSTICKS	A37122	2019	2,850	\$240,000
KOMATSU PC360LC-11	10' ARM, QC, A-HYDRAULICS	A37429	2019	2,217	\$279,000
KOMATSU PC360LC-11	13' ARM, QC, 3RD MEMBER HYDRAULICS	90329	2017	3,250	\$325,000
KOMATSU PC290LCI-11	10' 6" ARM, UHF SYSTEM	A29110	2021	859	POR
KOMATSU PC290LC-11	10' 6" ARM, QC, BUCKET, +1 HYDRAULICS	A28014	2018	2,747	\$225,000
KOMATSU PC240LC-11	10' ARM, QC, THUMB, +1 HYDRAULICS	K73146	2019	1,515	POR
KOMATSU PC238USLC-11	9'6" ARM, QC, THUMB	5616	2018	2,810	\$205,000
KOMATSU PC210LCI-10	9' ARM, QC, UHF SYSTEM	452977	2017	4,859	\$155,000
KOMATSU PC210LC-11	9' 7" ARM, QC, THUMB, +1 HYDRAULICS	C80341	2018	2,135	\$214,000
KOMATSU PC138USLC-11	8' ARM, QC, 36" BKT, THUMB, A-HYDRAULICS, BLADE	50155	2016	3,344	\$155,000
KOMATSU PC88MR-10	QC, THUMB, ROADLINERS	9257	2021	130	POR

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Manufacturer/Model	Description	Serial No.	Year	Hours	Price
Motor Graders					
KOMATSU GD655-7	14' BLADE, MS RIPPER	65051	2020	1,262	POR
KOMATSU GD655-7	14' BLADE, MS RIPPER	65027	2019	398	\$330,000

Off-Road Trucks					
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11260	2019	2,756	\$535,000
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11211	2019	2,234	\$535,000
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11941	2021	1,392	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11940	2021	1,113	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	12047	2021	1,070	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10365	2017	3,480	\$375,000
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11120	2020	2,865	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11219	2020	2,318	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11127	2020	1,898	POR

Aggregate Equipment					
JCI K300/6203	JCI KODIAK CLOSE CIRCUIT PLANT	P212110	2021	113	\$957,795
KPI-JCI K300	SPOMAC REAR DISCHARGE JAW PLANT	C211587	2021	397	\$717,500
PIONEER FT2650	PIONEER TRACK MOUNT JAW	419869	2022	153	\$837,125
PIONEER GT125	PIONEER TRACK MOUNT JAW	419658	2022	324	\$531,250
PIONEER GT125	PIONEER TRACK MOUNT JAW	419659	2022	169	\$531,250
KPI-JCI FT4250CC	TRACK MOUNT IMPACTOR	419309	2020	540	\$812,950
KPI-JCI GT440	TRACK MOUNT IMPACTOR	419202	2021	499	\$657,670
JCI 8203-38LP	SPOMAC SCREEN PLANT	S19SCN0437	2019	783	\$335,800
JCI 7203-38	FAB TEC SCREEN PLANT	S15SPT0110	2014	N/A	\$178,450
JCI 6203-32	SPOMAC SCREEN PLANT	S215228	2021	N/A	\$295,000
FAB TEC PRO 1	SCREEN PLANT	P268A20	2020	840	\$114,305
JCI 6203-32	SPOMAC WASH PLANT	S195035	2021	1	\$385,675
JCI 6X20	TRANSCO WASH PLANT	J5000	2018	N/A	\$329,805
AMS GT165	AMS SCREEN PLANT	214978	2021	180	POR
AMS GT205S	AMS SCREEN PLANT, 2 DECK, MULTI FREQ.	225140	2022	133	\$443,850
KPI 36"X136'	SUPER STACKER CONVEYOR, 4WD	419872	2022	2	\$297,720
VALE 36"X100'	VALE END FOLD RADIAL STACKER	210741	2021	1	POR
SPOMAC 42PBF	42" PORTABLE BELT FEEDER	BF424239721	2021	481	\$215,690
TRANSCO 32BF	36" PORTABLE BELT FEEDER	1223361	2021	1	\$95,000
SPOMAC MMG14	14'X9' STATIC GRIZZLY	M1133139	2020	0	\$21,500

Forestry Equipment					
DEERE 2954D	LOGMAX 10000	1FF2954DVE0290211	2014	9,200	\$225,000
TIMBERPRO TL775D	SHOVEL LOGGER TC60 GRAPPLE	TL775D0771081220	2020	1,000	POR
KOMATSU PC290LC-11W	WINCH ASSIST MACHINE	A27974	2018	3,444	\$630,000
KOMATSU PC290LC-11W	WINCH ASSIST MACHINE	A27975	2018	3,506	\$630,000

Miscellaneous					
ATLAS COPCO QAS95	ATLAS COPCO GENERATOR, SKID MOUNTED	HOP103348	2018	N/A	\$35,000
ATLAS COPCO ROC T45-10	ATLAS COPCO DRILL, 3.5-5"	G18SED0141	2018	2,194	\$502,000
ROADTEC RX600E-3	ROADTEC MILL 86" DRUM	4039	2016	2,192	\$285,000
LEEBOY 8616B	PAVER	8616141658	2016	1,268	\$80,000
CARLSON CP100II	PAVER	549CB8V	2018	767	\$145,000

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