

UPDATE

WAECO Construction LLC

Multifaceted company
performs general civil
construction and
installs telecom



(L-R) Courtney and
Wade Edelbrock,
owners



A Message from Modern Machinery



Jeff Schwarz



Dear Valued Customer:

We all know that high fuel prices can negatively affect profitability, but there are ways to combat those costs. In this issue, we provide some helpful tips on how to reduce fuel usage.

Technology can help play a role in lowering overall costs, from fuel to moving materials. Komatsu recently introduced its latest Smart Construction solution: Smart Construction Retrofit. This indicate-only system works well with excavators that are not already equipped with GPS. Retrofit is an excellent way to upgrade your existing excavators. See inside for details.


Retrofit was one of several Smart Construction solutions recently showcased at Komatsu's Demo Days. It was great to see the popular event's return after a hiatus due to the pandemic. We hope you were able to attend Demo Days, but if not, we offer information on some of the featured machines.

If you are considering Komatsu Smart Construction solutions for your business, read the informative article on how to choose the right ones to maximize your productivity. There is also an article on how to use the new ISO standard, which allows you to track your competitive machines through My Komatsu. I think you will find both beneficial.

Finally, learn more about the GD655-7 motor grader, Komatsu batteries and a new Reman engine for PC360LC-10 excavators.

As always, if there is anything we can do for you, please feel free to contact one of our branch locations.

Sincerely,
Modern Machinery



Jeff Schwarz,
President

**Lower costs,
maximize
productivity**



In this issue

WAECO Construction LLC pg. 4

Meet the Edelbrocks, who serve customers in the Seattle area.

Guest Opinion pg. 9

Follow these suggestions if you are new to bidding federal projects.

Fuel Facts pg. 10

Learn how to lower fuel costs even when prices are high.

Back in Action pg. 13

Get a glimpse of Komatsu's Demo Days.

Tech Talk pg. 16

Incorporate the right Smart Construction solutions into your operation.

New Solution pg. 19

Take a look at Komatsu's new Smart Construction Retrofit.

Improved Fleet Management pg. 20

Discover how to access telematics data with My Komatsu.

Plan Ahead pg. 23

Understand how to prepare for extreme weather events.

Insider Tips pg. 26

Read about Komatsu's new products and programs.

Timber Talk pg. 28

Check out Komatsu's new 845-1 forwarder.

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See employee directory

Couple starts WAECO Construction LLC with trucking, shifts gears to build multisided business with a telecom niche

Wade and Courtney Edelbrock returned from their honeymoon in 2006 and immediately took possession of their first business, an espresso stand near their home in the northern Seattle suburbs of Monroe. Within a few months, they started WAECO Construction LLC with a single dump truck.

"We were footloose and fancy free, and we had the attitude to just go for it," Courtney said. "What's the worst that can happen?"

"We like to say that we were young, dumb and had no kids, so we weren't scared of anything," Wade added. "We just knew we wanted to be in business for ourselves. Of course, we started right before the big recession hit, so we saw some hard times. We appreciate that, though, because it kept us a little more conservative in our approach to building the business."

Despite its name — which is a combination of Wade and Courtney — WAECO Construction's focus early on was trucking. A few months after the couple started, they added conveyor trucks to the dump truck and started traveling to keep busy and service customers.

"I was in Texas on our one-year anniversary, and Courtney came to visit," recalled Wade. "We looked at each other and said, 'What are we doing being out of town?' It wasn't long before we shifted gears, and then things really took off."

Both couple's families were also in the construction industry. Wade worked with his father and brothers in a family business before — and briefly after — WAECO Construction's start. The Edelbrocks sold the trucks one by one and used the proceeds to buy equipment they could use to help Courtney's father's company, which specialized in telecommunications installation, and do some overflow work for Wade's family's business.

"Courtney's dad asked if I wanted to help with his telecom projects. I said I didn't know how to pull cable or anything, but I knew how to dig in Seattle from growing up working with my family," Wade said. "He brought up some crews to help us. The first job went well, so we did another. That turned into another and another, and we were in the telecom business."

In addition to telecom, WAECO Construction performs general heavy civil work that includes full site preparation, engineering services and pipelining. Wade grew up around that, and his father and brothers helped him get some jobs at the same time WAECO Construction was getting its feet wet in telecom.

"Our families have been very supportive," said Courtney. "Eventually, the telecom companies and general contractors were asking us to bid directly to them. We were reluctant to do that because it would be competing with our families. Both of our families said we should do it."

Challenges come with the territory

Taking on more work as a general contractor helped WAECO Construction expand. Today, the company has about 60 employees and mainly works around the Puget Sound area. Most of the telecom projects are done in the Seattle metro area, which presents some interesting challenges, according to Wade.

"We're often working right in the middle of intersections, and there is a bus system with power lines to run the buses. If you want to work under those, you have to shut them down and do it on the weekends," said Wade. "There's a large amount of people and traffic — and that's just what's above ground. Underneath, there is the old Seattle underground with buried sidewalks and foundations and very old utilities."

(L-R) Courtney and Wade Edelbrock are the owners of WAECO Construction LLC in Monroe, Wash. The multifaceted company performs general civil construction and installs telecom in Seattle and the Puget Sound area.





An operator digs and loads trucks with a Komatsu PC490LCi-11 intelligent Machine Control (iMC) excavator. “Those machines are game changers,” said Wade Edelbrock, CEO/owner of WAECO Construction. “They are saving us time and money because we are getting jobs done faster, with less material movement and usage — and with greater accuracy.”

Not a lot of contractors want to deal with it, but we have developed a good niche.”

One of its most high-profile projects involved the installation of a 14-mile loop of telecom around the city to “build the highway for the 5G network,” as Wade put it. The two-year undertaking involved a mix of boring and open-cut trenching through multiple areas. There was even some aerial work that had to be done.

“It started with trenching by the baseball stadium (home to the Seattle Mariners), so we called that point home plate,” said Wade. “We ran down to the South Industrial Park, up into Beacon Hill, back through Chinatown, up to South Lake Union, then all the way back to home plate. There was no continuity because there were some places with existing conduit and others where we had to install it. Once all the conduit was in place, we had to pull cable through it. On projects like that, we sub out aerial and splicing, but everything else is done in-house, including all the restoration.”

On the civil side, WAECO Construction recently completed a 50,000-yard excavation to prepare a parking ramp for a new multifamily building. It included the installation of utilities and sidewalk preparation. In Tacoma, Wash., WAECO Construction recently demolished an old retail building and is currently working on removing

the existing parking lot. Once that’s finished, the company will dig a detention system for stormwater and the building foundation, do all the cuts and fills, and grade the roads.

“Whatever we do, we try to be turnkey and provide a full site package,” said Courtney. “We will take responsibility for everything from clearing or demolition to paving. We want to do as much as possible ourselves, and that’s one reason we took on directional drilling awhile back. It eliminated waiting on others and ensured we could stay on schedule.”

The right combination

Wade emphasized that quality equipment is essential.

“Breakdowns in the middle of Seattle are not an option, so we have to have reliable machines,” said Wade. “Having a dealer that backs them up is also critical. We believe Komatsu equipment and Modern Machinery are the right combination.”

WAECO Construction purchased its first piece of Komatsu equipment — a PC88MR excavator — about 10 years ago from Marc Bandy, a Modern territory manager who recently retired. Marc also helped WAECO Construction add PC228 and PC308 tight tail swing excavators to its fleet.

Continued...

'The tight tail swings give us high production'

... continued



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"We work in alleys, in the street and other confined spots, and the tight tail swings give us high production with a small footprint and without the worry of a counterweight swinging into something," said Wade. "We never worry about them having enough power for their size. In fact, we use them even in wide-open areas because they are so productive. Honestly, if I could have all tight tail swings, I would, but that's not feasible because there are times where only a conventional excavator will get the job done."

For those, WAECO Construction utilizes its PC210LCi-11 and PC490LCi-11 intelligent

Machine Control (iMC) excavators with integrated GPS grade control, as well as a D51PXi-24 iMC dozer.

"Those machines are game changers," Wade stated. "We upload the plans in the machine, and the operator always knows exactly where they are in relation to final elevation without the need for a grade checker. They are saving us time and money because we are getting jobs done faster, with less material movement and usage — and with greater accuracy."

Through the Komatsu Care program, Modern handles the scheduled services on WAECO Construction's newer machines, including a WA270 wheel loader that is used for a variety of tasks.

"They track our machines through Komtrax and let us know when they are due," said Wade. "We appreciate that, and everything that Modern and Marc have done for us. They are outstanding to work with."

Stay in their lane

The Edelbrocks want WAECO Construction to grow at a slow and steady pace. To do that, they want to focus on providing quality work to their list of repeat customers. Plus, they're in the process of becoming qualified to work for more telecom companies.

"We are trying to be even busier on that side of the business," said Courtney. "Our civil side just keeps plugging away. It's not necessarily that we will get bigger, but the jobs we are doing for customers will. Some have also asked us about expanding into other areas, and so far, we have resisted that. For now, we want to concentrate on this area and staying in our lane." ■



WAECO Construction uses a variety of Komatsu excavators, including tight tail swings and iMC models, as well as an iMC dozer to complete a variety of projects. "We try to be turnkey and provide a full site package," said Courtney Edelbrock, owner.

Longtime Modern Machinery Territory Manager Marc Bandy (right), who recently retired, talks with WAECO Construction owners Courtney (left) and Wade Edelbrock at their office in Monroe, Wash. "Breakdowns in the middle of Seattle are not an option, so we have to have reliable machines. Having a dealer that backs them up is also critical. We believe Komatsu equipment and Modern Machinery are the right combination," said Wade.



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Here are some considerations if you are new to bidding federal projects

The \$1.2 trillion Bipartisan Infrastructure Law, also known as the Infrastructure Investment and Jobs Act (IIJA), has many contractors considering federal projects for the first time. Before you dive into the world of federal construction, there are a few key factors you should examine to ensure you are well-equipped and ready for the challenge.

Federal projects are slow paying

If you are working directly for the government, it could easily be 90 days from the time you submit a pay application to when you get paid. If you are a subcontractor, it could take even longer because of the Pay-When-Paid (PWP) clause. Before taking on a federal project, ensure that your cash flow is steady enough to handle financing your materials and labor for the project for several months after submitting your pay applications.

Federal projects often require bonds

Nearly every federal construction project requires bonds. There are two types: a payment bond and a performance bond. A payment bond guarantees that all your laborers and material suppliers are paid. A performance bond covers the cost of completing your scope of work if you abandon or are terminated from the project.

The law requires that the general contractor acquires a payment bond for federal projects, but the federal government has no duty to make sure that one is actually provided. This is why it is so important to get a copy of the general contractor's bond before you start work, so you know exactly who you need to contact if you don't get paid.

The general contractor's bond company will usually require that all subcontractors "bond back," which means that they will receive both a payment and performance bond in the full amount of their subcontract that is payable to the general contractor in case they cannot pay their team or complete their work. If you are a subcontractor or material supplier, you must send the general contractor notice of your bond claim. The notice must be sent within 90 days of the last day of work or the last time materials were supplied. While you don't have to send it to the bond company, you'll probably have more leverage if you do.

Be prepared

If you rarely sign public works contracts, consider having your contract reviewed by an experienced construction attorney. Even if you do not want to negotiate any of the terms, it's wise to clearly understand what you are agreeing to do when you sign the contract, and be prepared on the front end. ■



Karalynn Cromeens

About the Author: Published author, award-winning lawyer, devoted wife and mother, and owner and seasoned managing partner of The Cromeens Law Firm (TCLF), Karalynn Cromeens is a true jack of all trades. She is the co-founder of Morrell Masonry Supply and owner of The Subcontractor Institute, an easy-access online educational platform for contractors. In the 17 years Cromeens has practiced construction, real estate and business law, she has reviewed and explained thousands of subcontracts. Providing education to contractors on a national level has become her personal mission, and she is always doing what she can to help make it a reality.

The new \$1.2 trillion Bipartisan Infrastructure Law provides a wealth of new opportunities, but if you have not done federal work before, you should carefully consider some things, such as delayed payments, before diving right into bidding.



Here are some tips on how to lower fuel costs even when prices are high

Fuel is a major expense for most construction companies — and when its cost goes up, so does the threat to companies' bottom lines.

While we cannot control the price at the pump, the good news is there are still ways for construction companies to reduce their fuel usage and lower costs.

Negotiate

In some cases, you can help defray costs through contracts and agreements. Negotiating a surcharge clause that gives you the ability to raise prices if fuel costs reach a certain level is a possibility. You may also have a simple deal with a customer that gives you the ability to do the same. If you signed a contract before prices soared and don't have fuel surcharges in place, you can try to add them, but it's more likely you will have to seek ways to reduce your owning and operating costs to offset the higher price.

Reduce your idle time

If you are idling for extended, unproductive periods of time, you are wasting fuel.

Idling is necessary in certain situations such as warming up and cooling down a machine. It could also be justified when you

are in high-production activities that involve near-constant movement, such as loading trucks with an excavator and charging crushers with a loader, where restarting would negatively affect productivity.

Telematics let fleet managers easily track idle time by machine for their entire equipment lineup. If they see excessive idling, they can address it with operators and other on-site personnel.

Using Auto Idle Shutdown, a feature available on most Tier 4 Final machines, is an easy way to decrease idle time during unproductive periods. Your machines' operations and maintenance manuals can show you how to set it — the minimum is five minutes before shutdown begins in most cases — and your local dealer can help too.

Heed ECO Guidance suggestions

ECO Guidance, which provides information to operators on energy-saving operations that reduce fuel consumption, is a feature on most machines introduced during the past 10 years. It displays messages on the monitor in certain situations, such as an idling stop guidance if



Watch the video

Excessive idle time wastes fuel and reducing it can be one of your biggest cost savers. Using Auto Idle Shutdown, a feature available on most Komatsu Tier 4 Final machines, is an easy way to decrease idle time during unproductive periods. Another available feature is ECO Guidance, which provides information to operators on energy-saving operations that reduce fuel consumption.

► VIDEO





Fuel is a major expense for construction companies, but no matter the price, there are easy ways to reduce usage, such as using technology, choosing properly sized machines, and running them in the right mode.

no operation is performed for more than five minutes, and the engine is idling.

Choose the most effective mode

ECO Guidance might also suggest operating in Economy (E) mode instead of Power (P) mode.

E mode provides better fuel efficiency, so it's often the best choice. Excavators and dozers are used for both digging and moving naturally compacted soils, and in most instances, E mode will get the job done without unnecessary fuel burn. However, if the material is hard such as heavy clay and requires greater power to move, then P mode should be used.

Properly size and match equipment for the task

Bigger is not always better and using a large machine for a job that a smaller one can efficiently do increases fuel usage and overall operating costs. Fleet managers need to consider several factors when utilizing equipment, including choosing the right size for the job.

It is also important to consider sizing attachments correctly. Excavator buckets are

a prime example. Many contractors believe bigger is always better with buckets. However, at the end of the day, the pile of dirt excavated or loaded is often the same with a properly sized smaller bucket. Larger buckets extend cycle times, work a machine harder, spend more time over hydraulic relief, and end up burning more fuel.

Use technology

GPS-based grading helps increase productivity and lower per-yard costs to move material. In the last 20 years, GPS technology has improved significantly with integrated machine control that lowered costs associated with replacing cables, masts and additional satellites that increased accuracy.

Many of today's machines with integrated GPS grade control also feature additional technologies, such as Komatsu's Proactive Dozing Control logic, that help operators get to grade even faster and at lower costs, including reduced fuel usage. An added benefit is that technology is helping new operators become proficient at moving dirt faster than ever before. ■

Editor's Note: This article is excerpted from a longer blog. To read it in its entirety and find out more about fuel savings, visit <https://www.komatsu.com/en/blog/2022/tips-for-lowering-your-fuel-costs-even-when-prices-are-high/>.





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New tech helps drive record attendance at Demo Days, extra day added to the event

Komatsu's 2022 Demo Days was years in the making — three, to be exact. Komatsu last held the event — which invites customers to try its latest machines and technologies — in the fall of 2019 before the COVID-19 pandemic shut down large gatherings. While events might have been paused, Komatsu innovation wasn't. During the pandemic, the company released new machines and technologies that many customers were eager to try.

So, when Komatsu announced it was bringing back the popular event at its Training Center in Cartersville, Ga., current and potential customers, as well as their distributors, couldn't wait to get back. Interest was so high that Komatsu turned Demo Days into a four-day event instead of its usual three.

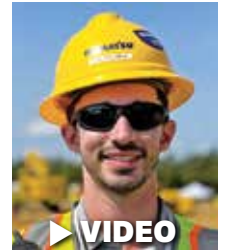
"We could definitely see there was pent-up demand," said Komatsu's Ryan Stachowski, lead demonstration instructor and sales trainer, who was the emcee and host of Demo Days. "Our number of available slots were filled almost immediately. It took a lot of work and long hours to put Demo Days together, and the payoff is seeing the smiles on customers' faces. You can tell that they truly enjoy being here."

Among the highlighted machines was the D71PXi-24 intelligent Machine Control (iMC) 2.0 dozer that features new technology such

as lift layer control, tilt steering control, quick surface creation and proactive dozing control. It's now the largest of Komatsu's hydrostatic dozers and maintains the super-slant nose design.

Attendees could also run a PC210LCi-11 iMC 2.0 excavator with auto tilt bucket control that enables automatic control of the bucket/attachment angle to match the cutting edge of the surface. Like all iMC excavators, the full bucket profile protects against over-excavation even when the machine is not facing directly toward the target surface. With iMC 2.0 and an IMU sensor, the full bucket edge stays on the surface and automatically returns the bucket to a horizontal loading position.

Continued ...



Ryan Stachowski,
lead demonstration
instructor and
sales trainer



Watch the videos



(L-R) Dave Craun, Jake King and Joe King from J&J Excavating check out Komatsu's lineup of iMC excavators with Modern Machinery's Ben Ralls.

During Demo Days, attendees could operate more than 20 machines, including the popular D71PXi-24 iMC 2.0 dozer, a PC210LCi-11 iMC 2.0 excavator with tilt bucket control, and a PC238USLC-11 excavator with a Smart Construction Retrofit kit.

► VIDEO



'They had really in-depth conversations with our experts'

... continued

In total, more than 20 machines and haul trucks were available to operate at Demo Days. Komatsu also displayed products from its forestry and forklift lines, as well as provided information on ground engaging tools from Hensley Industries (a Komatsu company). Additionally, attendees could tour Komatsu's Chattanooga Manufacturing Operation and see excavators and forestry equipment being built.

(L-R) Yurok Tribe Construction team members Greg Aikins, Wes Scribner and Matt Williams prepare to check out the excavators with Modern Machinery's Ed James.



Komatsu Smart Construction solutions managers were on hand to answer questions and provide information about Smart Construction solutions, including the upcoming Smart Construction Office.

"Smart Construction is a foundation for what's coming in the future," said Bryce Satterly, Smart Construction solutions manager. "If you have Field, Office is the next logical progression of digital solutions. The integration of Office and Field offers great time savings because it reduces or eliminates the need to manually update scheduling and cost analysis, which is typically done weekly or monthly. Project managers always have the most current information, so they can make faster decisions."

Attendees have fun

Stachowski emphasized that in addition to being able to operate equipment, attendees were eager to learn.

"They had really in-depth conversations with our experts and really challenged them for real solutions," said Stachowski. "What I hope they take away from an event like this is that they learn a little bit more about Komatsu that they didn't know before, and that this is a place they can get their questions answered by the people that work day in and day out to develop these machines for them."

Komatsu plans to host another event sometime this fall. ■




Smart Construction personnel were on hand to answer questions about how the solutions can transform attendees' businesses and make them more efficient.

Attendees could speak with Komatsu personnel about machine features and how they could benefit their business.

▶ VIDEO



(L-R) Modern Machinery's Ryan Rowbury shows Alex Rivera and Andy Miller from Miller's Excavating the demonstration site.

 *Editor's Note: This article is excerpted from a longer blog. Learn more about Demo Days by visiting <https://www.komatsu.com/en/blog/2022/new-tech-helps-drive-record-attendance-at-demo-days/>.*

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Incorporate the right Smart Construction solutions by assessing your operations and goals



Jason Anetsberger,
director,
customer solutions

Construction technology continues to play an ever-increasing role on today's job sites and in the office. Companies and their fleet managers can use technology from pre-bid to final closeout to help improve productivity, increase efficiency and reduce costs.

"If you are not using technology, you are being left behind," said Komatsu's Jason Anetsberger, director, customer solutions. "When aftermarket GPS grading was introduced, it reduced the amount of time to get to grade. Intelligent machines now have it integrated, which is further reducing costs and increasing productivity because you don't have hardware on the machine that can get damaged or stolen, and you don't have to take time to put up and take down masts and cables."

In addition to intelligent Machine Control (iMC) excavators and dozers, Komatsu offers a suite of Smart Construction solutions to help you maximize job site and personnel tracking as well as use the data to make faster decisions on how to best utilize your assets. Smart Construction specialists can help you determine which are the best options for you.

Anetsberger noted that in addition to intelligent Machine Control (iMC) dozers and excavators, Komatsu's suite of Smart Construction solutions includes Smart Construction Dashboard, Design, Drone, Field and Remote. While iMC machines help with excavation and earthmoving, the others assist with tracking production and progress, managing time, and remotely supporting field operations, including updating plans from the office directly to iMC machines.

"With the number of Smart Construction solutions we have, now is a great time to get connected," stated Anetsberger. "Adopting the right solution to give you maximum value involves assessing your operations and determining which ones are the right fit. Start with the low-hanging fruit that's going to bring you the fastest payback or reward."

As an example, Anetsberger said if you are not already using iMC machines, that may be a great starting point. With automatic features, they are proven to reduce staking, get you to grade faster, decrease material costs and help new operators become more effective faster.

What's your pain point?

"If you have iMC machines, the next step is determining your biggest pain point," commented Anetsberger. "Do you want faster, more accurate mapping and progress tracking? Do you want to move from 2D to 3D digital design files? Do you want to combine drone data with 3D design data to confirm quantities? Do you want better labor, machine and material cost tracking? Do you want to save time and fuel costs by remotely supporting operators without driving to the job? Do you want better fleet management? Maybe it's all of the above."

Anetsberger emphasized that Komatsu and its distributors have Smart Construction specialists that can help determine which solution is the best fit.

"We encourage anyone who wants improvement in their operations and bottom line to reach out for more information." ■





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Want grade control for your standard excavators? Here's a solution with an added bonus

If you have an excavator without GPS grade control, you may be missing out on time and costs savings. What if there was a new solution that reduces staking, surveying and over-digging and allows you to do it cost-effectively with an added bonus?

"The new Smart Construction Retrofit Kit gives customers who want an entry-level, indicate-only system a solid choice," according to Ron Schwieters, senior product manager, iMC and hardware, Komatsu. "It is three-dimensional, so operators get the advantage of seeing where they are on the project, as well as their relation to target elevation."

Multiple components make Smart Construction Retrofit highly accurate, Schwieters added. The kit includes four inertial measurement units (IMU) mounted on the bucket, arm, boom and frame of the excavator. Two GNSS antennas for GPS are on the rear. There are options to transfer design data to and from the Smart Construction Cloud.

"Users download our Smart Construction Pilot app from the Google Play Store, and use it with their connected device," Schwieters noted. "They can set audio alerts that will change tones the closer they get to finish grade. That, along with the visual representation on the app, helps

keep operators from digging too deep, saves valuable time and lowers costs."

A key differentiator

Schwieters said that the added bonus of Komatsu's Smart Construction Retrofit Kit is a payload system.

"As you load the bucket, it weighs the material, and operators see that in real time," said Schwieters. "If you're loading trucks, that helps ensure you are putting the proper amount of tonnage in and not overloading or underloading. Typical aftermarket systems don't offer that. It's a great feature for quarries, batch plants and construction projects to accurately monitor materials loaded onto trucks."

To remotely track progress, that information and production data can be sent to project managers and other stakeholders using other Smart Construction solutions. Design changes can be sent to the machine using the cloud.

"The Smart Construction Retrofit Kit can be used with practically any brand or size of construction excavator," Schwieters noted. "Installation can be done easily by your distributor or dealer. We recommend you contact them for more information about this valuable solution." ■



Ron Schwieters,
senior product manager,
iMC and hardware,
Komatsu



Watch the video

The Smart Construction Retrofit Kit gives customers who want an entry-level, indicate-only system a solid choice. It is three-dimensional, so operators get the advantage of seeing where they are in relation to target elevation, and the payload system is an added bonus.

► VIDEO



Get impactful visual analyses of telematics data from your mixed fleet in one convenient location with My Komatsu



Michael Carranza,
manager,
digital experience,
Komatsu

Simple steps to add non-Komatsu machines to My Komatsu

1. Get credentials from your OEM representative
2. Log into your My Komatsu account
3. Click on the My Fleet page
4. Enter your credentials under Manage Other OEM
5. Test the connection
6. Monitor your mixed fleet

"The information will show up the next morning, and you can start collecting data and utilizing the benefits of having all that key information in My Komatsu," said Komatsu's Michael Carranza, manager, digital experience.

My Komatsu now lets you access telematics data from Komatsu and non-Komatsu machines. "There are up to 25 key data points available such as location, hours, fuel consumption, idle time and production," said Komatsu's Michael Carranza, manager, digital experience.



To get the most value from your telematics data, you need an efficient way to interpret it. What if you could monitor the health of your entire mixed-equipment fleet from one dashboard, receive maintenance alerts on your phone, and order parts without searching through manuals?

With Komatsu's comprehensive digital hub, My Komatsu, you get easy-to-interpret visual analyses of data collected from numerous sources displayed on easy-to-read dashboards. My Komatsu can pull data from Komtrax and ISO API 15143-3 (AEMP 2.0) data from other OEMs (original equipment manufacturers). It can also provide powerful analytics to help you manage your fleet and drive your business without managing multiple IDs and passwords.

The system has been designed to make it easy to collect, visualize and monitor telematics data from Komatsu and non-Komatsu machines.

You can:

- Quickly view and manage data on one dashboard
- Receive maintenance alerts and order parts
- Troubleshoot to help minimize downtime
- Monitor for theft and unauthorized use
- Benchmark machine performance
- Track fuel consumption and manage fuel efficiency
- Access data anytime

"This allows customers to add telematics data from any manufacturer who is compliant with the ISO standard and see all their assets in one convenient place," said Komatsu's Michael Carranza, manager, digital experience. "There are up to 25 key data points available such as location, hours, fuel consumption, idle time and production. My Komatsu is complimentary and so is access to this valuable data from other OEMs through My Komatsu. We recommend contacting your Komatsu dealer for assistance." ■

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How to prepare for extreme weather events to help keep workers, property safe

Severe weather and natural disasters can strike anytime. Whether from climate change, natural weather patterns or other causes, their frequency has increased during the past two decades. Now more than ever, it's essential to be prepared and have plans in place that protect staff members and your valuable business assets in the event of extreme weather and/or natural disasters. Here are some tips for putting a good plan together.

Create an emergency response plan

Preplanning is a main factor in successful project completion, and it's also essential for responding to emergency situations, according to Troy Tepp, director of safety services with Sentry Insurance.

"Predicting when those events will occur is nearly impossible, and that's why it's essential to be prepared with response plans," said Tepp during a webinar for the Associated Equipment Distributors titled "Developing Your Emergency Response & Recovery Plans – Before They're Needed." "Thoughtful preplanning that addresses potential scenarios is vital."

As a starting point, Tepp suggested establishing goals and priorities.

"The top priority within any emergency response plan must be developing procedures that prioritize the protection of lives and the safety of your staff, customers and any other visitors to your facilities. Keep in mind, your procedures also need to account for employees outside of your fixed-base operations, such as field personnel, drivers and equipment operators."

In Jacksonville, Texas, WHM Construction Inc. uses technology to help protect personnel from severe weather.

"Watching the weather is essential because it can affect everything we do, but keeping our staff safe is of utmost importance," said Justin Holman, vice president. "We prepare by having apps on our smartphones that alert us if severe weather is imminent. If that's the case, everyone is instructed to get out of harm's way as safely and quickly as possible. After it's passed, we assess the situation and determine our next course of action."



If a weather event hits your business during work hours, there should be designated areas for workers to report to.

Continued . . .

Severe weather such as thunderstorms can happen anywhere and at any time of the year. Having emergency plans and procedures in place can protect lives and property.



Response procedures should be specific

... continued

Editor's Note: This article is excerpted from a longer blog. To read it in its entirety, visit <https://www.komatsu.com/en/blog/2022/extreme-weather-is-predicted-are-you-prepared/>.



There are apps for smartphones and tablets that can give workers the ability to track weather and plan for potential emergency situations.

Prioritize for your area(s)

Natural events such as tornadoes, fires, severe storms, hurricanes, ice and snow, and earthquakes are all considerations for weather plans. Prioritize those that are most prevalent and likely to occur in your area.

Tepp used a tornado as an example of how to align risk assessment with planning and awareness and stated, "If that is one of your foreseeable emergencies, begin to create a plan by identifying the alarms and alerts that identify those events. Then, you develop action that mitigates the risk, such as designating a shelter or shelters. You will also want to clearly identify them as such with signage, and train staff to know where shelters are located and that they should immediately proceed to the shelters if they hear the alarms. You also need to designate and train staff members to assist those with special needs. If personnel are off-site, have a communication plan to check on their safety and well-being."

When designing your response procedures, make sure they are specific. They should define roles and responsibilities as well as activate an assigned response team.

Kort Wittich, owner of Kort's Construction Services Inc. in Covington, La., knows that preparation for multiple scenarios is essential.

"We have a couple of major considerations in this region," said Wittich, who provides a diversified list of site construction offerings, mainly in the New Orleans metro area. "One is thunderstorms. We keep our eyes and ears open to the television and radio stations for forecasts and updates and base decisions from those, as well as looking at radar on our phones and watching the sky. If we determine that severe weather is coming, we pull personnel off-site, so they can get to safety."

"Unfortunately, hurricanes come with the territory, but unlike thunderstorms, which can pop up anytime, you generally have a few to several days' notice before a hurricane," said Wittich. "That gives us time to move assets out of areas where they may potentially be damaged and get them to a more secure location. Our goal is to do that in a safe manner as quickly as possible, so our staff also has time to prepare their homes and families."

Blue Mountain Minerals also faces multiple scenarios at its limestone quarry in Columbia, Calif., including fires.

"Like anyplace that's surrounded by timber and mountains, wildfires are more prevalent," added Richard Stringham, plant manager. "We had one across the lake adjacent to our property last year, and we had to evacuate. Our plans definitely include that situation. We have roads besides our main road that lead out of the site for us to exit. Being in Northern California, there is less of a chance of an earthquake than in the southern part of the state, but the possibility is always there, so we are prepared for that too."

Communication remains key

To prepare effectively, create a business-recovery plan. According to Tepp, the plan should designate a pre-assigned business-recovery team. Other elements of the plan should include determining essential staff versus support staff, creating recovering operations, outlining IT needs, looking at communication considerations, preparing daily progress updates and phased recovery, testing, and training.

"Reporting the incident to your insurance carrier in a timely manner should be your first step [after an incident has occurred]," said Tepp. "The faster it's reported, the quicker an investigation can occur, and reimbursements can be made. Your team will oversee successful recovery by putting the plans in place that you developed to deal with emergency events." ■



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Precise control for the perfect crown

A 2D cross slope system on a motor grader allows operators to control the slope angle more easily for the entire length of the moldboard while effortlessly adjusting on the fly. That's why the system is a standard feature on Komatsu GD655-7 motor graders.

The operator controls the height of the moldboard by adjusting just one end while the 2D system automatically maintains the desired cross slope angle. This allows operators to focus more on the leading or trailing end of the blade and the machine's travel path. Automatic or manual mode can be set for either end of the moldboard.

With the 2D cross slope system, operator fatigue and stress can be reduced when making

precision passes. The system also allows for quick slope angle when cutting road crowns and shoulders. It works even if the machine is articulated and does not require daily recalibration.

Insider Tip: "The memory presets and the slope match features make it easy for the operator to quickly maintain slope angle when returning in the opposite direction," said Nathan Repp, product marketing manager, Komatsu. "One of the memory presets could be a mirror angle setting, and the slope match setting means that the operator can set the blade on an existing slope and use it as the base setting for the moldboard cross slope angle." ■



Genuine batteries for proven performance

If you're looking for a battery that's proven to perform under nearly all circumstances, Komatsu recommends its genuine Komatsu batteries for its machines. They undergo numerous

quality-control checks and are manufactured to stand up to challenging conditions.

With proper maintenance, Komatsu batteries typically last three years or longer — even under rigorous demands. A wide range of 6- and 12-volt sizes are available, as well as less common types through Modern Machinery. Komatsu supports all batteries with its standard parts' warranty, which is one or two years depending on the part number.

Insider Tip: "If you think Komatsu genuine batteries are great in our machines, consider them for other uses," said Komatsu's Veronica Vargas, product manager, parts. "They also power class 1 through class 8 on-highway trucks, boats, RVs, power sports products, golf carts and more." ■



Want to extend your PC360LC-10's service life?

Remanufactured engines can provide significant up-front cost savings compared to new ones. A Komatsu Genuine Reman engine also helps maximize the life of your equipment.

Komatsu now offers a completely remanufactured engine for its popular PC360LC-10 excavator. This valuable option comes with a standard one-year, unlimited-hours warranty. A four-year, 10,000-hour Komatsu Genuine Reman

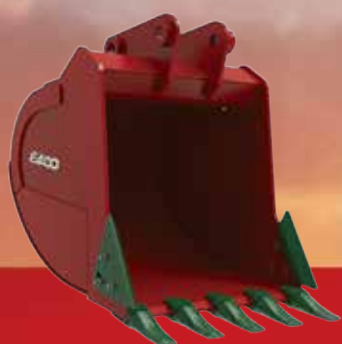
Component Quality Assurance warranty is also available.

Insider Tip: "This is a fully remanufactured engine designed specifically to fit in the PC360LC-10," said Komatsu's Goran Zeravica, senior product manager for reman. "It is available by contacting your local Komatsu distributor, and we recommend installation by their highly skilled and trained technicians." ■



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Komatsu's new 845-1 forwarder offers high crane capacity, maneuverability in rough terrain



Rob Warden,
senior product
manager,
Komatsu

Does your forestry operation need a dependable log forwarder that can operate in rough terrain conditions? Komatsu's 845-1 forwarder offers a combination of high crane capacity, maneuverability and rough terrain capability.

With high productivity for thinning and light clear-cutting, the 13-ton forwarder offers several frame-length options. Designed for smooth and precise operation, the 845-1 has a long reach with excellent lifting power and slewing torque.

Even when fully loaded, operators can maneuver with confidence in the most rugged forests. The chassis and suspensions on Komatsu forwarders are designed for performance under demanding conditions. Komatsu Comfort Bogie axles with a high portal offset and V-shaped frames provide some of the highest ground clearance in the industry and maximize ground contact when navigating on steep terrain.

Even when fully loaded, operators can maneuver with confidence in the most rugged forests with the Komatsu 845-1 forwarder. It has a long reach with excellent lifting power and slewing torque for smooth and precise operation.

Quick Specs

Gross Load

26,455 lbs.

Horsepower

188 hp (at 1,900 rpm)

Tractive Force

38,218 lbf.

Designed to maximize performance with high power and torque with a fuel-efficient engine, the sophisticated control system on the 845-1 automatically adapts to changes in engine load. The computerized HST system considers machine load, terrain conditions, power and torque output to give you exceptional tractive force. The hydraulic retarder overspeed protection ensures the driveline won't run too fast.

"The 845-1 is a powerful, yet nimble, forwarder for the North American market," said Rob Warden, senior product manager, Komatsu. "It is perfectly matched to selective harvesting techniques. The harvester has a short nose design due to the four-cylinder diesel engine that requires less space than a six-cylinder. This provides great visibility to the front."

Operator benefits

The spacious and open cab provides excellent visibility, ergonomic controls and a seat that delivers all-day comfort for better productivity. Operators also get the benefit of machine controls they can fine tune for sensitivity and speed or for smoothness and accuracy, whatever the job demands. The state-of-the-art MaxiXT system monitors and controls everything from engine and crane to the transmission and service ladders.

A standard diesel heater system heats the engine coolant, hydraulic oil and the batteries to facilitate cold-weather starting. Maintenance is quickly and easily completed with a service-friendly design that features an electronically powered tilting hood. All filters are located together for easy access under the hood.

"The 845-1 completes Komatsu's lineup of Tier 4 Final forwarders for the North American market," said Warden. "It shares the comfortable cabin of our larger forwarders. We encourage anyone who needs a solid forwarder to check it out." ■





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Manufacturer/Model	Description	Serial No.	Year	Hours	Price
Dozers 					
KOMATSU D155AX-8	SIGMA BLADE, MS RIPPER	100359	2019	2,030	\$575,000
KOMATSU D85PX-18	SU BLADE	22098	2017	4,833	\$265,000
KOMATSU D65PX-17	STRAIGHT BLADE	1987	2014	5,052	\$105,000
KOMATSU D65PXI-18	PAT BLADE, 915 SYSTEM	90480	2016	4,219	\$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	2,206	POR
KOMATSU D61PX-24	PAT BLADE	B61088	2019	2,773	\$214,500
KOMATSU D51PXI-24	PAT BLADE, 915 SYSTEM	B20850	2020	707	\$245,000
KOMATSU D39PX-24	PAT BLADE, MS RIPPER	100179	2021	870	POR
KOMATSU D39PXI-24	PAT BLADE, UHF SYSTEM	100181	2021	914	POR
Wheel Loaders 					
KOMATSU WA600-8	BUCKET, BRAKE COOLING	80132	2018	12,845	\$355,000
KOMATSU WA500-8	8 YD BUCKET, AJSS	90065	2017	10,078	\$229,000
KOMATSU WA480-8	7 YD BUCKET, AJSS, BRAKE COOLING	A48144	2020	4,231	\$300,000
KOMATSU WA475-10	5.8 YD, BUCKET, AJSS, MONO LEVER	120414	2022	1,297	POR
KOMATSU WA470-8	5.5 YD BUCKET	A49466	2019	3,678	\$235,000
KOMATSU WA380-8	QC	A75257	2020	1,611	\$229,000
KOMATSU WA320-8	QC, REAR FENDERS	86759	2022	239	POR
KOMATSU WA270-8	QC	85282	2022	508	POR
KOMATSU WA200-8	QC	87567	2022	421	POR
Compaction 					
DYNAPAC CA5000D	84" SINGLE, AC	10000174TMA031170	2021	317	POR
DYNAPAC CA3500PD	84" PADFOOT	10000168EKA023682	2019	627	POR
DYNAPAC CA2500D	84" SINGLE	10000167HLA030574	2021	515	POR
DYNAPAC CA2500PD	84" SINGLE PADFOOT, AC	10000167PLA026630	2021	676	POR
DYNAPAC CA1500D	66" SINGLE	10000160LLA030284	2021	280	POR
DYNAPAC CA1400D	66" SINGLE	10000169VLA030622	2021	368	POR
DYNAPAC CC4200VI	66" ASPHALT ROLLER	10000385JJA023170	2019	150	POR
HAMM HD14VO	54" ASPHALT ROLLER	H2310256	2017	714	\$45,000
HAMM HDO120V	OSCILLATORY ROLLER	H1750133	2006	8,411	\$28,000
Excavators / Backhoes 					
KOMATSU PC800LC-8EO	18' ARM, COUNTERWEIGHT REMOVAL SYSTEM	65067	2012	8,598	\$450,000
KOMATSU PC650LC-11	14' ARM, COUNTERWEIGHT REMOVAL SYSTEM	80139	2020	1,164	POR
KOMATSU PC490LCI-11	13' ARM, UHF SYSTEM	A45068	2018	2,814	\$385,000
KOMATSU PC490LC-11	11' ARM, QC, 3RD MEMBER HYDRAULICS	85596	2019	3,857	\$432,000
KOMATSU PC390LCI-11	13' ARM, QC	A31068	2022	414	POR
KOMATSU PC360LC-11	10' ARM, QC, A-HYDRAULICS	A37429	2019	2,284	\$279,000
KOMATSU PC360LC-11	13' ARM, QC, 3RD MEMBER HYDRAULICS	90329	2017	3,471	\$325,000
KOMATSU PC290LCI-11	11' 6" ARM, QC	A29168	2022	369	POR
KOMATSU PC290LC-11	10' 6" ARM, BUCKET, +1 HYDRAULICS	A28097	2019	2,361	\$228,000
KOMATSU PC240LC-11	10' ARM, QC, +1 HYDRAULICS	95397	2019	3,705	\$180,000
KOMATSU PC238USLC-11	9'6" ARM, QC, THUMB	5616	2018	2,926	\$205,000
KOMATSU PC210LCI-10	9' ARM, QC, UHF SYSTEM	452977	2017	4,883	\$155,000
KOMATSU PC210LC-11	9' 7" ARM, QC, THUMB, +1 HYDRAULICS	C80341	2018	2,276	\$214,000
KOMATSU PC138USLC-11	8' ARM, QC, 36" BKT, THUMB, A-HYDRAULICS, BLADE	50155	2016	3,577	\$155,000
KOMATSU PC88MR-11	QC, THUMB, ROADLINERS, 18", 24", 48" BUCKETS	10266	2022	574	POR

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Manufacturer/Model	Description	Serial No.	Year	Hours	Price
Motor Graders					
KOMATSU GD655-7	14' BLADE, MS RIPPER	65027	2019	453	\$330,000
KOMATSU GD655-6	14' BLADE, MS RIPPER	60073	2017	1,406	\$250,000

Off-Road Trucks					
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11260	2019	2,979	\$535,000
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11211	2019	2,735	\$535,000
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11941	2021	1,705	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11940	2021	1,409	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	12047	2021	1,591	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10365	2017	3,842	\$375,000
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11120	2020	3,258	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11219	2020	2,723	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11325	2021	652	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	398	\$717,500
PIONEER FT2650	PIONEER TRACK MOUNT JAW	419869	2022	240	\$837,125
PIONEER GT125	PIONEER TRACK MOUNT JAW	419658	2022	620	\$531,250
PIONEER GT125	PIONEER TRACK MOUNT JAW	419657	2022	209	\$531,250
KPI-JCI FT4250CC	TRACK MOUNT IMPACTOR	419309	2020	678	\$812,950
KPI-JCI GT440	TRACK MOUNT IMPACTOR	419202	2021	645	\$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	448	\$443,850
KPI 36"X136'	SUPER STACKER CONVEYOR, 4WD	419872	2022	2	\$297,720
VALE 36"X100'	VALE END FOLD RADIAL STACKER, DIESEL	220784	2021	202	POR
SPOMAC 42PBF	42" PORTABLE BELT FEEDER	BF424239821	2021	87	\$226,465
TRANSCO 32BF	36" PORTABLE BELT FEEDER	1223361	2021	1	\$95,000
SPOMAC MMG14	14'X9' STATIC GRIZZLY	M1133139	2020	N/A	\$21,500

Forestry Equipment					
DEERE 2954D	LOGMAX 10000	1FF2954DVE0290211	2014	9,200	\$225,000
TIMBERPRO TL775D	SHOVEL LOGGER TC60 GRAPPLE	TL775D0771081220	2020	1,170	POR
KOMATSU PC290LC-11W	WINCH ASSIST MACHINE	A27974	2018	3,444	\$650,000
KOMATSU PC290LC-11W	WINCH ASSIST MACHINE	A27975	2018	3,519	\$650,000

Miscellaneous					
ATLAS COPCO QAS95	ATLAS COPCO GENERATOR, SKID MOUNTED	HOP103348	2018	N/A	\$35,000
ATLAS COPCO ROC T45-10	ATLAS COPCO DRIL, 3.5-5"	G18SED0141	2018	2,397	\$502,000
ROADTEC RX600E-3	ROADTEC MILL 86" DRUM	4039	2016	2,192	\$285,000
LEEBOY 8616B	PAVER	8616141658	2016	1,268	\$80,000
ROSCOE RB50	BROOM, AC	308656	2021	28	POR

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