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A PUBLICATION FOR AND ABOUT OUR CUSTOMERS IN THE NORTHWEST



A Message from Modern Machinery



Jeff Schwarz

Ready for the latest construction innovations?

MODERN

Dear Valued Customer:

CONEXPO-CON/AGG — the largest equipment show in North America — is about to return. We're excited to learn about the latest innovations in machines and technology for the construction industry. If you've attended before, you understand the value of the show. If you haven't, we encourage you to check it out. This issue includes a preview of CONEXPO-CON/AGG that has information about where our manufacturing partners' exhibit spaces will be located.

As one of the leading manufacturers at CONEXPO-CON/AGG, Komatsu will showcase some of its most innovative machines and Smart Construction solutions. Inside, you will find an article about how Komatsu's largest intelligent Machine Control (iMC) 2.0 excavator, the PC490LCi-11, helps minimize over-excavation to empower operators to dig straight to grade quickly and accurately.

Drones can also be a solid investment for your business. We can help you learn about using Komatsu's Smart Construction Drone to survey and measure your sites.

Even though these new technologies increase efficiency and production, it still takes well-maintained equipment to get the job done. A PM (preventive maintenance) clinic provides a detailed inspection of your machines to help keep them running like new. Call our service department or your sales representative to set one up.

There are also articles that feature new products that can help your business increase production, including Komatsu's new HD1500-8E0 mechanical haul truck.

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



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See employee directory

Portland-based contractor recognizes opportunity, forms Aquatic Contracting LLC to focus on restoration projects



Mike Herrick, Owner and President

Aquatic Contracting LLC recently completed one of its largest projects to date at the Lofton Dam in Oregon. Over the course of several months, a crew moved about 18,000 yards of material and removed the original piping from when the dam was built in the 1940s that had failed and caused sediment buildup in the reservoir. The pipe's original purpose was to carry water from the reservoir downstream to Rowe Creek for irrigation.

Like most of Aquatic Contracting's undertakings, it presented unique challenges. Owner and President Mike Herrick said he originally planned to either slip line the pipe or jack a new one next to it and cap the old one off.

"Those were not foolproof methods," explained Herrick, who founded the company in Portland, Ore., in 2001. "We decided the complete removal was the best choice. That meant cutting the dam out, which was a 55-foot cut, and installing 270 feet of 16-inch pipe, as well as new gates, irrigation valves and flow meters."

The ultimate goal was to get everything functioning and fill the reservoir back up, so water rights could be restored, and the public could use it for recreational purposes.

Jeff Bauer, site foreman, noted that the cut and replacement of the earthen dam was fairly unique.

Aquatic Contracting specializes in stream and wetland restoration and recently completed this wetland near its headquarters in Portland, Ore. "We subbed to another contractor who moved the soil before we did restoration, which included placing logs and rocks and fixing a stream during about a three-month period," said Mike Herrick, owner. "They have found fish in the stream, seen lots of waterfowl and other wildlife such as elk and coyotes. That was practically unheard of before the restoration, and that's a common result from our jobs. It's why we love what we do!"



"There are different layers of types of soil,"
Bauer stated. "If you were looking at the cut
from top to bottom, it was easy to see by the
varying colors. Each type had to be put back in
the same place that it came out of, so we put in
its own separate pile during the cut."

Aquatic Contracting, which originally focused on stream and wetland restoration projects, would not have considered performing large earthwork- and/or irrigation-related jobs such as the dam repair until a few years ago, according to Herrick. Now, those jobs supplement the company's workload.

"We have morphed into doing forestry, bridges and culverts," Herrick noted. "They became a natural extension of what we were already doing. For example, we harvest logs that are used in restoration, so it made sense to add a forestry component. Plus, our work was regulated by the 'fish window,' which limits in-stream work to certain months of the year, mostly July through September. We needed to add on to keep everyone busy and the company growing."

First \$1 million job

Herrick spent about 10 years in Alaska where he was mainly working on construction projects in remote locations for fish canneries before returning to the Portland area in the late 1990s. He took a job with the Oregon Department of Fish and Wildlife as a fish biologist and oversaw some of its restoration jobs.

"I eventually saw that a construction business focused on that type of work would be a good idea," Herrick recalled. "I worked out of the house I rented, and it was me and another guy who was an excellent operator. We focused on small jobs for what is now the Freshwater Trust, mainly in the \$10,000 to \$20,000 range. For a couple of years, we kind of just scratched and scraped by.

"One of the really fortunate things that came out of those early days was there were not a lot of contractors specializing in restoration, so we were bidding against the same two or three companies every time," Herrick added. "Now, you see a lot more people getting involved, but the experience we gained from focusing on that niche and bidding those projects gives us a bit of an advantage in that type of work."



A large portion of Aquatic Contracting's early work was done around the southern part of the Puget Sound, mainly in the Seattle and Olympia, Wash., areas. That's where the company landed its first \$1 million job, an award-winning restoration of a salmon stream on a U.S. Navy base.

"I have some family that lives up there, and one of my uncles met a guy that worked for an engineering firm who was looking for a contractor," he recalled. "My uncle mentioned me, the guy called me, and we ended up landing it. There were 30,000 yards of floodplain excavation, removal of derelict structures and beach restoration. It took about nine months and really sprung us forward."

Today, large projects are somewhat normal for Aquatic Contracting, which has completed more than 1,200 jobs during the past 21 years by Herrick's estimate. The company typically has four or five jobs in the works at any time. One of its recent projects was a wetland right along the Columbia River in Portland.

"We subbed to another contractor who moved the soil before we did restoration, which included placing logs and rocks and fixing a stream during about a three-month period," said Herrick. "They have found fish in the stream, seen lots of waterfowl and other wildlife such as elk and coyotes. That was practically unheard of before the restoration, and that's a common result from our jobs. It's why we love what we do!"

Matching equipment needs

Aquatic Contracting's projects vary from streams in the woods to wide open spaces such as the Lofton Dam. Bauer said Komatsu PC238USLC-11 tight tail swing excavators work equally well in all applications.

"Their lifting capacity is very impressive," stated Bauer, who often runs a PC238. "Some of the logs and rocks we must move are pretty substantial in size and heavy. The PC238s handle them with no issue, and in the forest, it's great to be able to maneuver through the trees without worrying about a counterweight swinging into them. We use them for excavation and loading trucks, so they give us versatility. To maximize fuel efficiency, I mainly run in Economy mode, and kick on Power mode as needed for additional capacity and speed."

Aquatic Contracting worked with Modern Machinery Territory Manager Michael Stepan to acquire the PC238s, as well as a Komatsu HM300 articulated haul truck and a Komatsu PC170LC-11 excavator with a Fecon mulching attachment.



Jeff Bauer, Site Foreman



Discover more at ModernUpdate.com

Continued . . .

'The best in the business'

... continued

"We were on a project with some soft working conditions, and we wanted a machine that could run the Fecon, and Mike and Modern suggested the PC170, which they customized with wider, longer tracks to reduce ground pressure," said Herrick. "It worked great for that job, and every one we have put it on since. In addition to mulching, we use it to dig and log, It's also

to mulching, we use it to dig and log. It's also

Aquatic Contracting owner Mike Herrick (left) and Modern Machinery Territory Manager Michael Stepan talk at Aquatic Contracting's office in Portland, Ore. "We kind of maneuvered our way through some other equipment distributors until we found Modern and Mike," Herrick said. "Our jobs are often in remote locations, and on the rare occasions we have an issue, they still get to us quickly...We believe that hands-down they are the best in the business."

a really good example of Mike's and Modern's expertise and their ability to match equipment to the customer's needs to maximize production."

Aquatic Contracting augments its fleet as needed with rental units from Modern such as a Komatsu D39PX-24 dozer and a Dynapac CA3500PD 84-inch vibratory roller it used for the dam.

"We kind of maneuvered our way through some other equipment distributors until we found Modern and Mike," Herrick added. "Our jobs are often in remote locations, and on the rare occasions we have an issue, they still get to us quickly, and that wasn't always the case with others. They also provide us with service such as putting biodegradable fluids in our machines when needed. We believe that hands-down they are the best in the business."

True to its roots

Herrick believes that Aquatic Contracting is finally where he hoped it would be.

"When people are looking for a job done right and efficiently, I wanted to be the contractor they call on," Herrick stated. "Based on what we have seen lately, I think we're there. Our reputation is strong."

He is not, however, looking to expand beyond what Aquatic Contracting does best.

"People have contacted us about doing residential, commercial and highway work, but we tend to shy away from that and stick with our niche," said Herrick. "We like to stay true to our roots in that practically every job we do is related somehow to restoration."



Aquatic Contracting augments its fleet with rental units from Modern Machinery as needed, including this Komatsu D39PX-24 dozer and this Dynapac CA3500PD 84-inch vibratory roller, which are operated by Tom Johnson and Jason Morrell, respectively.





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Modern Machinery strengthens its lineup with versatile Terramac crawler carriers that deliver low ground pressure

Modern Machinery now offers Terramac's full line of innovative rubber-track crawler carriers — including its 360-degree rotating models and its straight-frame models — across Washington, Oregon and Idaho.

"Modern Machinery is proud to add the Terramac brand of crawler carriers to our extensive line of industry-leading construction, mining and forestry products," said Rob Bias, Vice President of Marketing. "Terramac's commitment to product quality, timely service and reliable support make them a perfect fit for Modern Machinery."

Terramac's two rotating crawler carriers allow you to dump at practically any angle. They have

carrying capacities of 14,000 pounds and 28,000 pounds, while Terramac's straight-frame models have carrying capacities of 12,000 pounds to 28,000 pounds. The machines include three standard options: conversion beds, rock dump beds and flatbeds. Terramac units can also be customized with a wide range of versatile attachments such as personnel carriers, service cranes, hydroseeding units, straw blowers, spray booms, grapples and more.

"We are excited to have Modern Machinery as part of our strong dealer network," said Matt Slater, Vice President of Business Development for Terramac. "They have a fantastic reputation for excellent products and service, and we look forward to a successful partnership."

Modern Machinery now offers the full lineup of Terramac crawler carriers in Washington, Oregon and Idaho. The machines' carrying capacities range from 12,000 pounds to 28,000 pounds. A variety of beds and attachments are available, so you can customize the units to your specific needs.



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Safeguard equipment, keep insurance premiums in check with a few effective, yet simple, risk management steps

Tools and equipment used on construction sites are often subject to theft and vandalism — creating project delays and impacting costs. Over time, multiple claims may also increase insurance premiums. While not every loss can be prevented, there are improved methods for safeguarding construction equipment that go beyond fences and standard locks.

When creating a loss-prevention strategy, the following can help your construction clients protect their business property.

Anti-theft devices

Heavy equipment, vehicles and trailers, as well as areas where tools and building materials are kept, can be better protected during non-working hours when anti-theft/anti-vandalism devices are used. Options include high-security, pick-resistant locks that can be placed on steering wheels, axles and fuel tank caps. Other considerations can include the use of case-hardened security chains that can help secure smaller equipment, preventing items such as trailers from being easily moved off the premises.

Deactivation devices

These are simple, yet effective, tools for stopping thieves in their tracks. While there are many different types of deactivation devices on the market, the objective for each is the same: an immediate shutdown of equipment that is being tampered with,

GPS tracking devices

In the event of a theft, your clients have an improved chance of recovering stolen items if their equipment has a hidden GPS tracking device. Once the device is activated, law enforcement personnel can use the technology to reveal the equipment's location.

Night cameras

Nighttime security surveillance has vastly improved in recent years. Some of the best night camera security systems offer forward-looking infrared (FLIR) mapping that detects people, objects and vehicles on a construction site — even in inclement weather or low-visibility conditions. FLIR systems allow operations to be livestreamed from any location on a smartphone or other electronic devices.

Drones

Drones can assist in viewing or inspecting a job site when a suspicious activity has been detected or when an alarm has been triggered. Advantages over a security guard include the ability to patrol wide areas in less time and track a thief across long distances.

Deploying any of these methods can't guarantee that your construction client's equipment won't be damaged or stolen by thieves.

However, they are good steps in the right direction. In many situations, occurrences can be reduced through appropriate risk management procedures. If an incident does occur, having the right insurance can help mitigate the financial impact of a loss.



Paul Hohlbein

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Safeguarding your assets is essential to avoid vandalism and theft, which can delay projects and prove costly in other ways such as higher insurance premiums. Taking precautions can help protect your property.



CONEXPO-CON/AGG will return to Las Vegas with additional exhibit space, focus on latest industry innovations

North America's largest construction trade show is right around the corner. CONEXPO-CON/AGG will return to the Las Vegas Convention Center on March 14-18, 2023. Held every three years, it features the latest in innovation and equipment from all sectors of the industry.

In addition to the approximately 1,800 exhibitors spread across 2.7 million square feet of exhibit space, the show will also have more than

Manufacturer	Booth Number
Astec Industries	C30235
Dynapac	C30931
EPIROC	C31348
Gehl (Manitou Group)	F9313
Hensley Industries	W42028
Komatsu	W42044
LeeBoy	C31731
Stanley LaBounty	W41068
Terramac	F8840
WEIR ESCO	W42201

150 educational sessions that highlight the latest topics and industry trends. The sessions are grouped into tracks such as aggregates, asphalt, business best practices, earthmoving and site development, equipment management and maintenance, and more.

During the last show in 2020, construction of the new West Hall and adjacent Diamond Lot on the site of the old Gold Lot was underway, as was the Tesla-powered underground people mover called the LVCC Loop. Both projects are now completed, and CONEXPO-CON/AGG and the co-located International Fluid Power Exposition (IFPE) will make full use of them.

"AEM (Association of Equipment
Manufacturers, a co-owner and operator
of CONEXPO-CON/AGG) and our show
committees of industry leaders are working
to take advantage of everything that has
changed in Las Vegas to deliver a top-notch
event delivering the latest innovations and
best practices to help construction pros
take their businesses and careers to the next
level," said Dana Wuesthoff, Show Director of
CONEXPO-CON/AGG 2023. "Between the West
Hall and Diamond Lot bringing a lot of displays



CONEXPO-CON/AGG
gives attendees the
opportunity to see
and learn about the
latest machinery and
innovations in the
construction industry.
The experience includes
the ability to climb inside
of equipment and talk
with industry experts.

OVERVIEW MAP







Komatsu will have one of the largest booths (W42044) in the West Hall with close to 20 machines and its Smart Construction solutions on display.

closer to the rest of the show as well as serving as a connector to the Festival Lot and the LVCC Loop making it effortless to get across the entire Las Vegas Convention Center, it's never been easier for attendees to see everything they want to learn about when they get here."

Easier to get around

With an additional 1.4 million square feet of indoor space — including 600,000 square feet of "technologically advanced" exhibit space — the West Hall will be a hub for earthmoving and material handling displays. Komatsu will have one of the largest booths (W42044) in the West Hall with close to 20 machines and its Smart Construction solutions on display.

The Diamond Lot will have a variety of exhibits such as business operations, hauling, portable power and underground construction.

The LVCC Loop will transport attendees and make stops in the South Hall, the Central Hall and the Diamond Lot. Attendees can use the on-site shuttle service to get from the West Hall to the Festival Lot, which has the show's largest exhibits.

Next Level Awards

Another new feature at CONEXPO-CON/AGG and IFPE is the inaugural Next Level Awards

Program, which will celebrate exhibiting companies that are pushing the boundaries to develop next-level products, technologies and services that advance the construction industry. During the show, 10 finalists will be highlighted, and attendees can vote on-site to determine the Contractors' Top Choice.

The awards program is open to all 2023 exhibitors in good standing that have created products or services for the construction industry that have one or more of the following characteristics:

- Addresses a common industry need in a unique and innovative way
- Benefits the industry across multiple applications for industrywide adoption
- Positively impacts the safety, sustainability and workforce of the industry

"We are excited to recognize the innovative construction products that are taking the industry to the next level," said Wuesthoff. "Exhibitors, large and small, have an opportunity to be recognized for driving ideas and developing products or services to advance the industry. This is an exciting addition to CONEXPO-CON/AGG and IFPE, and we strongly encourage exhibitors to enter." ■



Register for the show at CONEXPO-CON/AGG'S website: https://www.conexpoconagg.com.



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Which tight tail swing excavator is right for the job?

Ensuring high production when digging in tight spaces and confined job sites can be challenging. Machines with traditional counterweights may not be ideal because of the likelihood they could swing into an obstruction, making tight tail swing excavators a much better fit. However, with so many tight tail swing sizes and models available, choosing the right one for the job takes some careful consideration.

"Tight tails allow operators to be more efficient because they typically have better situational awareness and can concentrate on the task at hand while reducing the chances of swinging into an obstruction or into a lane of traffic," stated Kurt Moncini, Senior Product Manager, Komatsu. "Typically, the upper structure is revolving within the confines of the undercarriage, which is why they are great for a variety of tasks in urban areas, or where space is limited."

What's the digging depth?

According to Moncini, digging depth is an important consideration when choosing the right-sized tight tail swing excavator.

"Pipe typically comes in multiples of 8-foot sections, so taking that into consideration,

I always like to look at the 8-foot level bottom digging depth because that's the maximum depth I can dig and excavate an 8-foot flat bottom section of trench," said Moncini. "As an example, if the required pipe run trench depth is 10 feet, my most efficient machine size will be one that can excavate an 8-foot level bottom to that depth. I need to size the machine accordingly and try to go with the smallest tight tail that will do the job most efficiently."

How much do I have to lift?

Lift capacity is another major factor in choosing the right excavator. While you want to be able to move the machine as little as possible, you need to consider what you may need to move on-site in addition to digging.

"If you are excavating utility trenches in an urban environment, there is a good chance you will have to handle trench boxes and set steel plates to cover up the trench at night, or you may have to pick up and install heavy concrete pipe or structures," said Moncini. "It's vital to have a machine with sufficient lift capacity to handle the job. Ideally, I really want to be able to handle over the side as much as I can lift in front."

Continued . . .



Kurt Moncini, Senior Product Manager, Komatsu

Editor's Note: To learn more about Komatsu's tight tail swing excavators, visit https:// www.komatsu.com/en/ products/excavators.





Komatsu manufactures eight tight tail swing models, ranging in size from the approximately 6,800-pound, 24.4-horsepower PC30MR-5 to the roughly 54,000-pound, 165-horsepower PC238USLC-11. "Tight tails allow operators to be more efficient because they typically have better situational awareness and can concentrate on the task at hand while reducing the chances of swinging into an obstruction or into a lane of traffic," stated **Kurt Moncini, Senior Product** Manager, Komatsu. "They are great for a variety of tasks in urban areas, as well as others, where space is limited."

'Tight tail swings can be excellent tools'

... continued

Moncini added, "The heavier the required loads become, the bigger the machine I'm going to need. Having a machine that can also lift the materials off the trailer when they arrive is important too. I need to be able to lift, handle and place materials until it's time to use them, then have the ability to rehandle and lay them in the trench."

Do I want versatility?

"Most smaller machines come standard with a blade, which extends versatility," said Moncini. "The ability to push material and backfill is an added advantage and may be able to eliminate an extra machine on the job."

Moncini also added that a blade can help you get better over-the-front lift capacity.

Additional tight tail swing versatility can be achieved by equipping the excavators with attachments such as breakers, but you must properly size them to the machine.

To increase versatility, consider adding attachments such as blades or breakers to your tight tail swing excavators. Most of the machines are already plumbed and ready to run the right-sized attachments.

"If the job calls for breaking up old pavement or other concrete structures, you should first size the breaker for the task, then ensure the excavator is big enough to handle it and has the correct hydraulic flow to operate it," said Moncini. "There are a wide range of attachments — from compactors to mowers and more — that you can use with a tight tail swing. The good news is that most are already plumbed and ready for attachments."

Which boom design is right for me?

Komatsu manufactures eight tight tail swing models, ranging in size from the approximately 6,800-pound, 24.4-horsepower PC30MR-5 to the roughly 54,000-pound, 165-horsepower PC238USLC-11. There are five MR (minimum-radius) models and three US (ultra-short) models.

"The MR excavators have a swing boom, and the US models have a standard boom," Moncini noted. "Our MR design allows the operator to pivot the boom left or right to get right next to a structure and dig parallel to the tracks, so they are much more versatile. The advantage of a standard boom is that it's a little lower price point. Additionally, the standard boom overextends toward the back of the machine to tuck the bucket in tight."

What about tracks?

Track selection may play an important role when working in urban environments. You want to avoid breaking up pavement, damaging sidewalks and ruining grassy areas.

"Having to fix an existing surface could be a major hit to your profit," said Moncini. "Our smaller tight tail swing excavators come standard with rubber-belted tracks. Not only do they minimize ground disturbance, but they are quieter and faster than steel tracks. Road liners, or conventional tracks with rubber pads, are very popular in our midsized to larger models when working on improved surfaces."

Who can I talk to?

For additional information, Moncini suggests consulting with your Komatsu distributor.

"Our distributors have the knowledge and expertise to help you determine the right-sized machine to most effectively get the job done," said Moncini. "Tight tail swings can be excellent tools for limited-space job sites and can also offer high production in open areas too. If you are not using them, consider checking them out to increase your versatility."



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Proprietary iMC 2.0 promotes significant productivity gains and is now available on Komatsu PC490LCi-11 excavator



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Quick Specs

Model PC490LCi-11

Net Horsepower 359 hp Designed to lessen the skills gap between new and experienced operators and help improve the bottom line for contractors, Komatsu's largest intelligent Machine Control (iMC) 2.0 excavator, the PC490LCi-11, offers sophisticated productivity-enhancing automation. An excellent match for excavation, trenching, slope work or fine grading, the PC490LCi-11 helps minimize over-excavation to empower operators to dig straight to grade quickly and accurately.

Built on Komatsu's iMC platform and developed with input from leading construction companies, iMC 2.0 offers additional new features.

Upgraded iMC monitor

A new 10.4-inch iMC monitor features increased memory capacity, processing speed and pinch-to-zoom functionality in a smaller lightweight package for improved performance and ease of use.

Bucket angle hold control

The new bucket angle hold control helps operators reach final grade with speed and precision. It automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform finish grading using only arm input.

Both features build upon the semi-automatic functions that were part of the first generation of iMC excavators, including the ability to switch from manual to semi-automatic mode. The existing technology and new features can help increase production and efficiency while reducing costs.

The PC490LCi-11 is Komatsu's largest intelligent Machine Control (iMC) 2.0 excavator. It's an excellent match for excavation, trenching, slope work or fine grading. New features include an upgraded iMC monitor and bucket angle hold control.







Astec offers the right tools for any job. With a full line of Peterson horizontal grinders, in both diesel and electric configurations, you can tackle any application efficiently and effectively. Our industry-leading equipment offers improved fracturing, accurate product sizing and increased throughput.



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Five ways drones can help reduce costs and increase efficiency on construction sites

As technology continues to change the construction industry, a potentially dynamic investment companies can make isn't iron on the ground, but a drone in the sky.

Drones are more accessible than ever with relatively affordable prices and simple operating controls, which make it possible for any organization to start drone operation.

If you're ready to expand your fleet, here are five ways drones can help reduce costs and increase efficiency on your job sites.

1. Streamline communications

Being able to streamline information and connect your entire staff can help increase your workplace and job site efficiency.

With a timeline function, drones can take photographs from the same coordinates during the duration of a project to provide a timelapse of the progress. This can keep everyone up to date on the project's status.

"The drone technology allows us to have somebody go out and drone sites two to three times a week," said Greg Sutton, Vice President of Operations at Aspen Earthworks Inc. in Reno, Nev. "Even if I can't get out here and see what production has

Drones are more accessible than ever with relatively affordable prices and simple operating controls, which make it possible for any organization to start drone operation.



happened on a site, I still feel like I visited the job site through the drone technology."

2. Spend less time surveying

Depending on the site, conventional surveying can take days — with drones, it can take minutes.

"I think the greatest change after adopting drones or being exposed to drone usage is using the high accuracy survey grade data that they provide," said Jason Anetsberger, Director of Customer Solutions at Komatsu. "Instead of having to walk a site or drive a site to map it terrestrially, they can now fly the site in a much larger area, in much higher resolution, in much less time, and get a highly accurate survey of that terrain. It has opened a whole new world for contractors to extract value from utilizing a drone."

A company can quickly and accurately collect objective data of its job site with a drone, and that information can be used to help increase productivity and efficiency in the field.

3. Get accurate material estimates

Having the incorrect number of materials for a project can waste time and money. On construction sites, drones can quickly provide a precise representation of the area, so you can get an accurate estimate of everything you will need for the project.

During a preconstruction flight, you can compare the real site to the engineer's model, which allows you to fix any miscalculations. By correcting those errors, companies can quickly see a return on investment.

"We had a customer recently who realized they had to move 40,000 cubic yards more than what the engineer quantities were saying they needed to do at the beginning of the job," said Jim Petry, Construction Project Modeler for Komatsu. "For them, that was a big revelation. That was the first time that they used a drone. They quickly found a lot of value in it. They can see where their cut and fills are on the site, where that is taking place, and if it's a large site, they can make better decisions on equipment."

With more accurate measurements in the early stages of projects, companies can adjust their



With a drone, a company can quickly and accurately collect objective data of its job site, and that information can be used to help increase productivity and efficiency in the field.

fleets accordingly to help increase production and have more precise data collection throughout the process.

"Komatsu's Smart Construction Drone has enabled Aspen Earthworks to reach new levels," said Aspen Earthworks President Ryan Dustin. "With day-by-day information, it's enabled us to really dial in our estimating and our production rates that I believe have helped put us near the top of our market, and it was incredibly easy to get started. With that moment-by-moment information and real-time data, we can work with our project manager and superintendents to help us reorganize and redo the way we approach our dirt and utilities projects to increase efficacy."

4. Connect clients to every site

You can also use drone technology to quickly and accurately connect beneficiaries to the job site, which can help save time, avoid future headaches, and secure repeat clients.

"With drones, you can give clients confidence that they're getting the production that they're paying for," said Anetsberger. "That could help contractors secure future business. There's more trust in that relationship if you're feeding

them near-real-time data or opening a digital twin, so they can follow alongside."

Plus, drones can reduce the amount of time spent providing documentation for invoices.

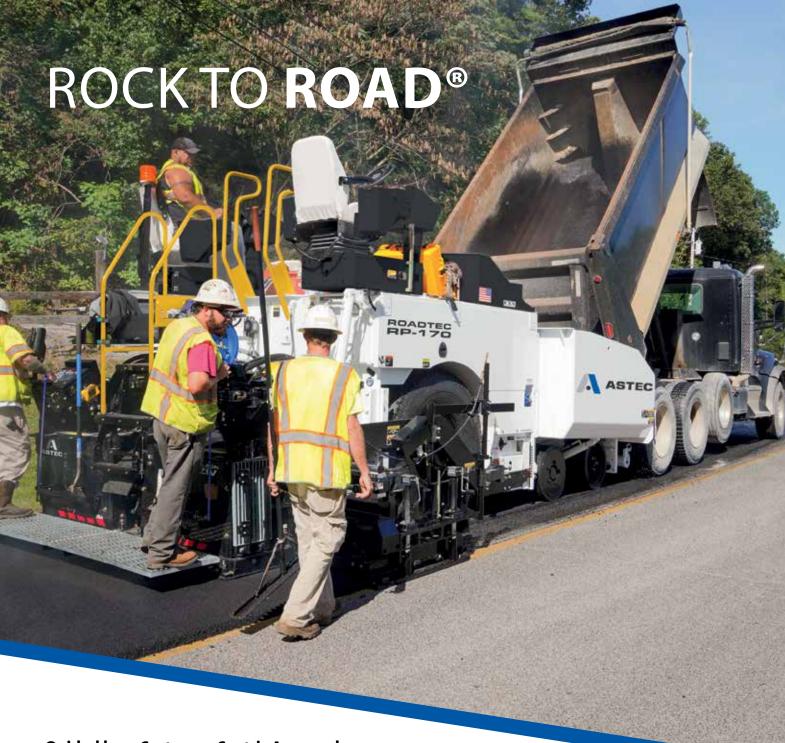
"Instead of spending a day doing that conventionally, you're doing the flight in just a few minutes and can accurately compare that against the last flight to be able to put their invoices forward and get paid as progress moves along," said Petry.

5. Create dynamic marketing content

Aside from using drones for surveying, they can also be used to collect photographs and videos on job sites, or even at the office, that can be used for marketing, recruitment and public relations campaigns.

The maneuverability of drones can create dynamic photographs and videos that a person on the ground simply cannot easily replicate. Also, you don't have to cut into your marketing budget for a camera.

While any drone can adequately survey, photograph and record a job site, Anetsberger and Petry recommend a robust model if you want high accuracy with good stability to get the most out of your investment. ■



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Komatsu's HD1500-8E0 helps increase production at quarry, aggregate and mining operations, keeps operators comfortable

Does your operation need an efficient 150-ton haulage solution that can deliver performance on grade while providing energy-saving technologies to help achieve lower fuel consumption? Komatsu's rigid frame off-highway haul truck, the HD1500-8E0, is purpose-built for mining, quarry and aggregate applications.

Delivering performance with a 1,570-net-horsepower, Tier 4 Final Komatsu engine, the HD1500-8E0 helps drive high levels of productivity. It has a seven-speed, fully automatic transmission with two configurable reverse speeds. Komatsu's advanced transmission with an optimum modulation control system provides electronic shift control with automatic clutch modulation. Optimized clutch engagement at every gear provides smoother shifting without losing torque, which offers a comfortable ride and helps reduce material spillage.

To promote productivity and control the life cycle costs of the truck, an integrated payload meter manages the payload of each hauling cycle by analyzing production volume and the working conditions of the machine.

"When designing the HD1500-8E0, Komatsu's focus was improving performance and durability and helping reduce total cost of ownership," said Sebastian Witkowski, Product Manager, Komatsu. "In addition to best-in-class speed on grade, and downhill brake retarding performance, the truck has a host of new efficiency and operator environment technologies."

The HD1500-8E0 is equipped with hydraulic, wet, multiple-disc brakes on all four wheels that act as a highly responsive retarder, providing operators with confidence at higher speeds when traveling downhill.

Operators can also control their downhill descent by setting a desired travel speed with the automatic retard speed control

(ARSC), which applies the brake retarder to maintain the desired setting.

Easy maneuverability

With a tight turning radius of 36 feet, 9 inches, operators in the HD1500-8E0 can maneuver in and out of tight spaces when spotting to be loaded or positioning to dump. Komatsu's Traction Control System (KTCS) provides excellent control in loose or slippery haul road conditions by monitoring the rear wheels for slippage and automatically applying pressure to the independent wheel brake assemblies.

The redesigned cab features a seat heater and ventilator, and the hydropneumatic suspension gives operators the smooth and comfortable ride they need for long shifts. Designed with a convenient layout, the ergonomic cab is equipped with an air-suspension seat to help dampen vibrations, and the low-noise engine, fan clutch and cab sealing provide a quiet, low-decibel operating environment.



Sebastian Witkowski, Product Manager, Komatsu

Quick Specs



Proactive Approach

Preventive maintenance clinics ensure your equipment is calibrated to optimum levels for high production



Chris Wasik,
Director,
Life Cycle Solutions,
Komatsu

Many factors impact your equipment's productivity and health, including ambient temperatures, the operating environment, operator habits, regular maintenance, the quality of fluids and filters, and working applications.

Ignoring any of these can accelerate component wear and cause costly, unexpected failures as well as unplanned, extended downtime. Overall performance and operating efficiency can also be affected when pressures and speeds cause longer cycle times. A heavier burden on mechanical systems drives up fuel burn rates too.

A thorough preventive maintenance (PM) clinic provides a detailed inspection of your equipment, including a look inside to measure pump pressure, engine speeds, blowby, idle and cycle times, oil quality, internal component wear, and more.

Minimize downtime

"The United States Department of Energy estimates a good proactive preventive

maintenance program paired with thorough machine recalibration and inspection, such as a PM clinic, can significantly save operations and maintenance costs compared to a reactive approach during a machine's life," said Chris Wasik, Director, Life Cycle Solutions, Komatsu.

When pressures or speeds deteriorate beyond adjustable ranges, planned replacement strategies for key parts or components can bring the machine back to a nearly new level of performance as well as minimize repair costs and downtime, according to Wasik. Measurements taken are compared to Komatsu's recommended operating ranges and can usually be calibrated to optimum levels for better machine performance.

"For a more detailed list of system measurements and checks performed during a standard PM clinic, consult your specific machine's shop manual," Wasik advised. "Check with your Komatsu distributor or dealer for specials and incentives when they conduct a PM clinic on your Komatsu equipment."

A preventive maintenance (PM) clinic provides a detailed inspection of your equipment. Measurements are compared to Komatsu's recommended operating ranges and can usually be calibrated to optimum levels for better machine performance.





High Performance, Quality Results

The CP100 II commercial paver sets the standard for versatility, component life cycle and mat quality. With a powerful 100-horsepower engine, an array of configurations and the class-leading Carlson EZCSS single slide screed, it's easy to see why the CP100 II is the ideal choice for heavy-duty commercial paving.



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Tackle demanding forestry processing environments with Komatsu's new PC230F-11 swing machine

Your forestry crews need equipment that can deliver exceptional performance in difficult environments, control downtime and drive productivity. The robust design of Komatsu's new fuel-efficient PC230F-11 swing machine lets operators delimb, cut and stack.

Operators can more easily move large trees with the PC230F-11's powerful swing system and large swing circle. The machine has a reach of up to 29 feet and high maneuverability to help drive productivity. An extra-rugged exterior protects against falling limbs with a 1.26-inch-thick polycarbonate front window and metal designed to withstand demanding environments. Heavy-duty service undercover guards, thick rear compartment doors, and a right corner guard with a standard tree deflector help protect the processor.

Designed with a high and wide undercarriage, powerful swing motor and ability to withstand high-debris conditions, the PC230F-11 is backed by excellent service, easy access to parts and an industry-leading warranty. When operators are working in high-debris conditions, the wide-fin radiator is protected by heavy-duty forestry screens and a variable-pitch reversible fan that helps improve airflow.

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

Komatsu's new PC230F-11 processor features a powerful swing system and large swing circle. It has a reach of up to 29 feet and high maneuverability to help drive productivity.

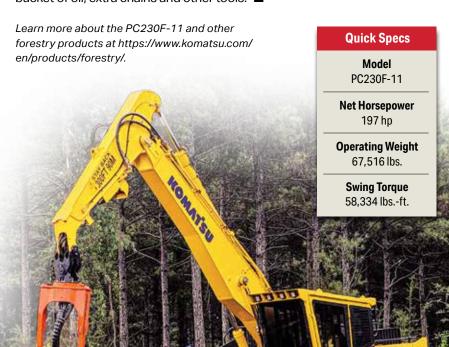
More fuel efficient

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

The PC230F-11 can achieve exceptional performance with low fuel consumption thanks to a powerful PC290LL-class-size, factory-installed Komatsu Tier 4 Final engine.

Plus, operators can spend more time on the job and less time refueling with the additional fuel storage on the PC230F-11. The tank is in the rear of the carrier and built into the counterweight, which delivers double the fuel capacity. Because the fuel tank was moved to the rear, there is a large tool storage area on the side for the operator to store an extra 5-gallon bucket of oil, extra chains and other tools.





New Komatsu 951-1 six-wheeled harvester helps you harvest large hardwood trees



Rob Warden, Senior Product Manager, Komatsu

If you work in the woods, you want to know that your machine will be productive, even on tough assignments. Best suited for large hardwood tree harvesting, Komatsu's 951-1 six-wheeled harvester has robust features such as a multifunction hydraulic system, a powerful yet efficient engine, and excellent cold-weather starting.

One of the largest harvesters on the market at 50,243 pounds, the heart of the 951-1 is a 287-net-horsepower engine that features an ideal mix of power, torque and fuel economy. Komatsu optimized the engine for low working speeds, including a broad powerband and high-torque backup for challenging operations.

Despite its size, the harvester has excellent maneuverability thanks to key drivetrain technologies such as the Comfort Bogie system with high ground clearance and enhanced traction.

"Like our other harvesters, the 951-1 features an auto-level cab to help keep it level, whether the machine is on flat ground or steep terrain," said Rob Warden, Senior Product Manager, Komatsu. "That keeps the operator comfortable and increases visibility during all operations, so they can be productive throughout their shift."

The 951-1 can also be paired with several high-performance Komatsu harvester heads to meet your specific needs. The most popular options for the 951-1 are the C144 and C164 carry-style heads as well as the S172 squeeze-style head. The C164 can handle trees with diameters of up to 36 inches.

Additional key features of the 951-1 harvester include:

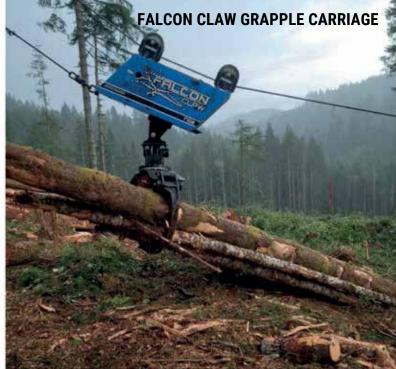
- A three-pump hydraulic system that enables operators to perform multiple crane and head functions at the same time at full power, even when moving
- A powerful parallel crane with single control lever movement that extends the boom/arm on a parallel path and provides excellent lifting and slewing torque plus an industry-leading ±180-degree cab/crane rotation
 - A special diesel heater system that heats the batteries, engine coolant, DEF (diesel exhaust fluid) and hydraulic oil to help ensure easy starting in cold conditions
 - A spacious, automotive-quality cab that includes a large front window, an ergonomic seat, automatic climate control, sound-deadening measures, and heated and cooled meal storage
 - An electrically operated engine hood and service points, so you rarely need to climb onto the machine for maintenance
 - "We encourage anyone who is interested to contact their Komatsu distributor and learn more," stated Warden. ■



Komatsu's 951-1 is one of the largest harvesters on the market at 50,243 pounds. Despite its size, the harvester has excellent maneuverability thanks to key drivetrain technologies such as the Comfort Bogie system with high ground clearance and enhanced traction.







ZERO HARM LOGGING

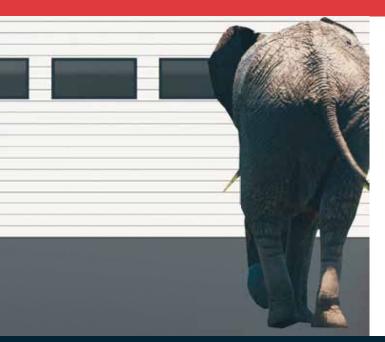
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Used Equipment Priced to Sell

(Prices subject to change without notice)

Manufacturer/Model	Description	Serial No.	Year	Hours	Price
Dozers					
KOMATSU D375A-8	U BLADE, MS RIPPER	80042	2019	4,394	\$1,025,000
KOMATSU D155AX-8	SIGMA BLADE, MS RIPPER	100359	2019	2,157	\$575,000
KOMATSU D85PX-18	SU BLADE	22098	2017	5,076	\$265,000
KOMATSU D65PX-17	STRAIGHT BLADE	1987	2014	5,052	\$105,000
KOMATSU D65PXI-18	PAT BLADE, UHF SYSTEM, NEW ENG.	90273	2016	8,500	\$225,000
KOMATSU D65WX-17	PAT BLADE, MS RIPPER	1893	2013	3,972	POR
KOMATSU D61EXI-24	PAT BLADE, MS RIPPER, UHF SYSTEM	B61169	2020	2,354	POR
KOMATSU D61PX-24	PAT BLADE	B61088	2019	2,773	\$214,500
KOMATSU D51PXI-24	PAT BLADE, 915 SYSTEM	B20850	2020	1,186	\$245,000
KOMATSU D37EX-24	PAT BLADE, MS RIPPER	90090	2021	672	\$154,000
Wheel Loaders		101			_10
	OVER BUOKET A 100 AUTO LUBE	A00000	0047	44.450	4000.000
KOMATSU WA500-8	8 YD BUCKET, AJSS, AUTO LUBE	A96288	2017	11,152	\$229,000
KOMATSU WA500-8	8 YD BUCKET, AJSS	90065	2017	10,622	\$229,000
KOMATSU WA480-8	7 YD BUCKET, AJSS, BRAKE COOLING	A48144	2020	4,457	\$300,000
KOMATSU WA475-10	5.8 YD BUCKET, AJSS 775/65R TIRES	120374	2021	1,203	POR
KOMATSU WA475-10	5.8 YD BUCKET, AJSS 775/65R TIRES	A40136	2022	642	POR
KOMATSU WA470-8	5.5 YD BUCKET	A49431	2018	2,052	\$315,000
KOMATSU WA380-8	QC	A75257	2020	2,023	\$229,000
KOMATSU WA380-8	QC, CARE CERTIFIED	A75035	2019	2,969	\$229,000
KOMATSU WA320-8	QC, REAR FENDERS	86759	2022	239	POR
KOMATSU WA270-8	QC	86758	2022	753	POR
Compaction					30
DYNAPAC CA5000D	84" SINGLE, A/C	10000174TMA031170	2021	471	POR
DYNAPAC CA3500PD	84" PADFOOT	10000168EKA023682	2019	772	POR
DYNAPAC CA2500D	84" SINGLE	10000167HLA030574	2021	644	POR
DYNAPAC CA2500PD	84" SINGLE PADFOOT, A/C	10000167HNA033445	2022	89	POR
DYNAPAC CA1500D	66" SINGLE	10000160LLA030284	2021	280	POR
DYNAPAC CA1400D	66" SINGLE	10000169ALA030461	2021	52	POR
DYNAPAC CC4200VI	66" ASPHALT ROLLER	10000385JJA023170	2019	150	POR
HAMM CC1300VI	51" ASPHALT ROLLER	10000374HLA030106	2021	488	POR
HAMM HDO120V	OSCILLATORY ROLLER	H1750133	2006	8,411	\$28,000
Off-Road Trucks					
COMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11260	2019	3,131	\$484,000
COMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11211	2019	3,253	\$535,000
(OMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11941	2021	2,141	POR
(OMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11940	2021	1,817	POR
COMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	12047	2021	1,870	POR
(OMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10365	2017	4,584	\$375,000
OMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11127	2020	2,487	POR
(OMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11219	2020	3,088	POR
(OMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11508	2022	693	POR
Motor Graders			110	111	
KOMATSU GD655-7	14' PLADE MC DIDDED	65027	2010	567	400 to 10 10 10 10 10 10 10 10 10 10 10 10 10
	14' BLADE, MS RIPPER	65027	2019		\$330,000
KOMATSU GD655-6	14' BLADE, MS RIPPER	60073	2017	1,565	\$250,000

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Manufacturer/Model	Description	Serial No.	Year	Hours	Price
Excavators / Bac	ckhoes				
KOMATSU PC800LC-8E0	11' ARM, COUNTERWEIGHT REMOVAL SYSTEM	65380	2019	3,882	\$850,000
KOMATSU PC650LC-11	14' ARM, QC	80094	2019	1,699	POR
KOMATSU PC490LCI-11	13' ARM, UHF SYSTEM	A45068	2018	3,015	\$385,000
KOMATSU PC490LC-11	11' ARM, QC	A42188	2019	5,032	\$347,000
KOMATSU PC390LCI-11	13' ARM, QC	A31068	2022	765	POR
KOMATSU PC390LC-11	13' ARM, QC, NON CON THUMB, COMBO HYDRAULICS	A30678	2021	839	POR
KOMATSU PC360LC-11	10' ARM, QC, THUMB, +1 HYDRAULICS	A37574	2020	1,302	POR
KOMATSU PC360LC-11	10' ARM, QC, +1 HYDRAULICS	A38485	2021	1,156	POR
KOMATSU PC290LCI-11	11'6" ARM, QC, THUMB, FOPS	K73150	2019	693	\$285,000
KOMATSU PC290LC-11	10'6" ARM, QC, 42" DIG BUCKET, THUMB, FOPS	K73160	2020	888	\$280,000
KOMATSU PC240LC-11	10' ARM, QC, +1 HYDRAULICS	95397	2019	3,888	\$221,500
KOMATSU PC238USLC-11	9'6" ARM, QC, THUMB	5616	2018	3,174	\$205,000
KOMATSU PC210LCI-10	9' ARM, QC, +1 DUAL HYDRAULICS	505700	2021	1,100	POR
KOMATSU PC210LC-11	9'7" ARM, QC, THUMB, +1 HYDRAULICS	C80341	2018	2,856	\$214,000
KOMATSU PC138USLC-11	8' ARM, QC, 36" BUCKET, THUMB, A-HYDRAULICS, BLADE	50155	2016	3,936	\$155,000
KOMATSU PC88MR-11	QC, PRO THUMB, ROADLINERS, 18", 24", 48" BUCKETS	10369	2022	735	POR
Aggregate Equip	oment				
JCI K300/6203	JCI KODIAK CLOSE CIRCUIT PLANT	P212110	2021	113	\$957,795
KPI-JCI K300	SPOMAC REAR DISCHARGE JAW PLANT	C211587	2021	1,237	\$717,500
PIONEER FT2650	PIONEER TRACK MOUNT JAW	419869	2022	240	\$837,125
PIONEER FT2650	PIONEER TRACK MOUNT JAW	419868	2022	349	\$837,125
PIONEER FT4250CC	TRACK MOUNT HORZ IMPACTOR	419969	2022	8	\$965,770
KPI-JCI FT4250CC	TRACK MOUNT IMPACTOR	419970	2022	7	\$965,770
KPI-JCI J20CC	RANGER 2034 TRACK MOUNT JAW	225127	2022	34	POR
JCI 8203-38LP	SPOMAC SCREEN PLANT	S19SCN0437	2019	783	\$335,800
JCI 6203SP	VALE SCREEN PLANT, 9 WAY CHUTE	210342	2021	N/A	\$272,000
JCI 6203-32	SPOMAC SCREEN PLANT	S225575	2022	132	\$295,000
SPOMAC 36"X40"	LOW PRO EXTREME	M18CON0471	2019	N/A	\$28,871
SPOMAC 36"X40'	LOW PRO EXTREME	M18CON0473	2019	N/A	\$28,871
JCI 6X20	TRANSCO WASH PLANT	J5000	2018	N/A	\$329,805
AMS GT165	AMS SCREEN PLANT	214978	2021	529	POR
AMS GT205S	AMS SCREEN PLANT, 2 DECK, MULTI FREQ.	225140	2022	509	\$443,850
KPI 36"X150'	SUPER STACKING CONVEYOR	419961	2022	148	\$318,735
VALE 36"X100'	VALE RADIAL STACKER SELF CONTAINED, DIESEL	220784	2021	202	POR
SPOMAC 42PBF	42" PORTABLE BELT FEEDER	BF424239821	2021	1,259	\$226,465
TRANSCO 32BF	36" PORTABLE BELT FEEDER	1223361	2021	N/A	\$115,000
SPOMAC MMG14	14X9 STATIC GRIZZLY	M1399 <mark>877</mark>	2022	N/A	\$32,575
Forestry Equipm	nent				
DEERE 2954D	LOGMAX 10000	1FF2954DVE0290211	2014	9,200	\$225,000
TIMBERPRO TL775D	SHOVEL LOGGER TC60 GRAPPLE	TL775D0771081220	2020	1,170	POR
DEERE 859MH	7000 LOGMAX	1T0859MHKHF315963	2017	8,871	\$287,500
KOMATSU PC290LC-11W	WINCH ASSIST MACHINE	A28000	2018	4,496	\$650,000
Miscellaneous					
ATLAS COPCO ROC T45-10	0 ATLAS COPCO DRILL, 3.5-5"	G18SED0141	2018	2,532	\$502,000
ROADTEC RX600E-3	ROADTEC MILL 86" DRUM	4039	2016	2,486	\$285,000
LEEBOY 8616B	PAVER	8616141658	2016	1,412	\$80,000
ROSCOE RB50	BROOM, AC	308656	2021	28	POR
AUSTIN AE12	12,000 GAL. AUSTIN WATER TOWER	12WKT0879	2022	N/A	POR
AUSTIN ALIZ	12,000 GAL. AUSTIN WATER TOWER	1244110079	2022	IN/A	FOR

re available for some Models. Branch For Details.



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Product and parts support

Multimillion dollar parts inventory

24 Hour emergency parts service

Knowledgeable representatives provide

product support

Online ordering

Track management

Repair and maintenance programs

Oil and wear analysis

24 Hour emergency service

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Used equipment

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Engines

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Machines

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