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Spring 2025

KOMATSU

A PUBLICATION FOR AND ABOUT OUR CUSTOMERS IN THE NORTHWEST



TMC Inc.

Aggregate dealer delivers high-quality products in Montana



Ken Stoeber,
General Manager



Jeff Schwarz



Dear Valued Customer:

I hope 2025 is off to a great start.

As always, we are proud of our partnership with Komatsu, which continues to make innovative products and solutions that are shaping today's and tomorrow's equipment industry landscape. Komatsu's Demo Days gave customers the chance to see and operate machines across the construction sector, such as the new 70-ton Komatsu HD605-10 rigid-frame mechanical haul truck. Komatsu's Smart Construction and Smart Quarry solutions were also on display, including 3D Machine Guidance Flex, which adds the capability to collect as-built data from nearly any machine.

With many Smart Construction solutions available, check out the article that offers recommendations for determining which one makes the most sense for your operation. It can help you figure out what solutions you need and when is the right time to add them.

As the busy construction season begins, fuel savings should be considered. In addition to using a hybrid machine, there are other ways to reduce fuel usage such as limiting idle time. We offer several fuel-saving tips inside this issue.

If you are looking for a more fuel-efficient large wheel loader, Komatsu's new WA700-8 may be a solution. It has up to 8% more fuel efficiency than its predecessor while giving you up to 8% more gross power and 15% more torque. It's great for demanding work.

We wish you success in 2025 and beyond, and know that we are here to help with all your equipment, parts, service and technology solutions needs.

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

Sincerely,
Modern Machinery

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

Jeff Schwarz,
President

**Many innovative
products available**



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See employee directory

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Supplying a growing market in need of aggregate

TMC Inc. is delivering high-quality products to the burgeoning Montana marketplace where “everybody wants to be”



Ken Stoeber,
General Manager



Andy Sattler,
Superintendent

About 20 years ago, Ken Stoeber relocated to Montana from Minnesota, taking a job as a safety manager for TMC Inc. The move marked a change in industries for Stoeber, who had worked for several years in logging before tackling excavation and mining.

“They are really the same type of businesses, and I’ve really enjoyed working in both,” said Stoeber, who is now the general manager of TMC Inc. “The appeal of moving out here was the mountains and all that came with them such as skiing, hunting, fishing and riding horses in the backcountry. It’s a great place to live. It’s where everybody wants to be.”

Stoeber is just one of many to make the move to Montana in the past couple of decades. The Treasure State’s population has continued to increase and recently topped 1 million. That’s brought the need for large quantities of

aggregates to service the building industry, which has led to growth for Belgrade-based TMC Inc.

“The quality of our products is high,” emphasized Superintendent Andy Sattler, who moved to Montana from Ohio about 10 years ago and joined TMC Inc. about three years ago. “Ken is very adamant about making sure that what we put out exceeds expectations. I think that, along with great service, is really what’s made TMC successful.”

Stoeber added, “We are strictly a material supplier that likes to stay in its own lane. Our specialty is offering quality products and good service to our customers. We’re in a small community where everyone works well together and has each other’s backs.”

Pits and mobile operations

With a staff of 42, TMC Inc. operates four pits in the Bozeman/Belgrade area that produce about 1.5 million tons of product combined. The TMC Main Pit and Cameron Springs Pit are in Belgrade, the Storey Ranch Pit is in Bozeman, and the Morgan Pit is in Gallatin Gateway. While there is some commonality among the pits, each offers unique products. The TMC Main Pit and Cameron Springs Pit have wash plants for concrete supply.

“TMC Inc. is probably the single largest aggregate dealer in Gallatin County.”

- Ken Stoeber, General Manager

Customer snapshot

Company: TMC Inc.

Location: Belgrade, Montana

Employees: 42

Area of expertise: Quality aggregate products

Komatsu equipment: WA500-8 wheel loaders; PC650, PC490, PC360 and PC240 excavators; HM400 articulated trucks

Astec equipment: FS300 and K300 cone crushers; GT165 and GT205 screeners

An operator loads material into an Astec FT2650 tracked jaw crusher with a Komatsu PC490LC excavator on a job in Big Sky.

► VIDEO



TMC Inc. also offers delivery with about 30 trucks available. A large portion is sent to jobsites for TMC Inc.’s parent company SIME Construction, which provides excavation services such as road construction, site development, underground utility installation and wetland construction.

“TMC Inc. is probably the single largest aggregate dealer in Gallatin County,” declared Stoeber. “We have a variety of products, from sand to concrete rock to pit run, road mixes and bedding rock. In total we have about 12 different products, with 1.5-inch and 3-inch road building stone being our main ones. We also do a lot of structural fills for underneath buildings and bedding rock for sewer and water piping, and we supply wash sand and aggregate for concrete —



Operator Justin George loads a Komatsu HM400 articulated truck with a Komatsu WA500 wheel loader equipped with a 9-yard bucket and oversized tires. "The visibility is incredible," said George. "I love the extra-large bucket. It makes loading trucks a lot easier."

we supply three concrete companies in the area — and that's a big part of our business."

In addition to its pits, TMC Inc. offers mobile crushing and has done several large projects, including its biggest one to date that was completed last fall. Located in the Big Sky area, it saw a crew produce about 80,000 yards of 6-inch-minus subgrade base for a local development.

Komatsu and Astec from Modern Machinery

Stoeber indicated that TMC Inc. started working with Modern Machinery about 10 years ago when TMC Inc. bought its first Komatsu wheel loader with the assistance of Montana Sales Manager Ryan Rich. TMC Inc. has since added additional Komatsu units to its fleet, including WA500-8 wheel loaders; PC650, PC490, PC360 and PC240 excavators; and HM400 articulated trucks.

"We demonstrated three loader brands, and Komatsu was the clear choice."

- Ken Stoeber, General Manager

"We demonstrated three loader brands, and Komatsu was the clear choice," recalled Stoeber. "I talked to Ryan, we came up with a fair price, and they were willing to stock parts for us. We kept building on that start."

Stoeber added, "Service is one of the biggest things we look for in a dealer, and Ryan and Modern have always stood out to us. It has a great group of people who always have our backs and are willing to jump in and help with whatever need we have. For instance, we recently had a loader go down, and someone in Missoula jumped in a pickup and met us halfway with the parts to get it running. That's huge for a business like ours that has a fairly short season and is under pressure to get things done. It keeps us moving. We just don't get that kind of service from everyone."

"The WA500s allow us to load most trucks in two passes, which equates to less cycles and wait time."

- Ken Stoeber, General Manager

According to Stoeber, TMC Inc. has continued to run WA500 wheel loaders because they are the perfect size for its operations.

"We have tried a size smaller and size bigger, and they just don't work for us," said Stoeber. "They are very effective in loading trucks and getting them in and out quickly. We have some days in our pits that we do 400 loads, which is like a truck going across the scale every minute and a half. The WA500s allow us to load most trucks in two passes, which equates to less cycles and wait time."



Discover more at
ModernUpdate.com

Continued...

'Our Astec crushers handle it all'

... continued

TMC Inc. uses its Komatsu excavators for various tasks, utilizing bigger units like the PC490 and PC650 when additional power is needed such as digging underwater to harvest raw materials. It also used the PC490 to load an Astec FT2650 tracked jaw crusher on the Big Sky project. It's one of two FT2650 tracked jaw crushers TMC Inc. has purchased from Modern with the help of Aggregate Sales Product Manager Roy Addyman. He's also helped TMC Inc. add FS300 and K300 cone crushers, GT165 and GT205 screeners, and numerous conveyors.

By the numbers

- 4 pits
- 30 trucks
- 12 products
- 1.5 million tons of aggregate products produced per year



Modern Machinery Montana Sales Manager Ryan Rich (right) talks with TMC Inc. General Manager Ken Stoeber.

TMC Inc. uses a variety of Astec crushing, screening and conveying equipment.

"As with Komatsu, we just kept adding on, and it's been reliable with good production," stated Stoeber. "Roy knew exactly what we were doing and helped us put the right pieces together and tune it all, so it was the most efficient and productive. I didn't have any crushing background, so he was a great help in getting us set up and teaching us how to use it. We still rely on his and Ryan's expertise. In addition, Astec itself has been excellent to work with as well."

Sattler added, "The material we deal with in the valley versus what we have in the mountains like on the Big Sky job is very different, but our Astec crushers handle it all, so that gives us the versatility to not have a bunch of different equipment to do the same work, which saves costs."

No slowdown seen

Stoeber and Sattler don't see a slowdown in construction anytime soon. In fact, both believe it's only going to keep growing with the appeal of Montana.

"There is a need for more building, and a need to improve infrastructure is big on everybody's mind," said Sattler. "That means a need for additional sand, gravel and concrete. We're always looking ahead, and that could include additional pits that would help us expand and ensure we keep the flow of materials moving." ■

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



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KOMATSU



Real-time data to optimize operations

Smart Quarry Site offers a comprehensive analysis of production and helps you unlock efficiencies that lead to better production

You're constantly challenged to be more productive and profitable in the quarry industry. Meeting these challenges means incrementally improving every aspect of your operation. Precisely tracking, digitizing and analyzing every detail of your mobile fleet can unlock the efficiencies you need to meet your targets. That's the goal of Komatsu's Smart Quarry Site.

"Smart Quarry Site offers a more comprehensive tracking over a longer period of time to provide a more in-depth understanding of a quarry and ways to improve it."

*-Craig McGinnis,
Senior Manager,
Customer Solutions,
Komatsu*

"From a Smart Quarry standpoint, we have two solutions: Study and Site," explained Craig McGinnis, Senior Manager, Customer Solutions, Komatsu. "Smart Quarry Study is a one-time

snapshot or benchmark on an operation, whereas Smart Quarry Site offers a more comprehensive tracking over a longer period to provide a more in-depth understanding of a quarry and ways to improve it. We want to reduce total per-ton costs by maximizing and optimizing your equipment and operation."

Hardware and software that tracks

Smart Quarry Site is a software and hardware solution that tracks your machines, then transmits and presents data for you to take action to improve. It delivers a real-time animated overview of every production machine's movement and the materials they are loading, hauling and dumping. Dashboards provide real-time and historical information in insightful and intuitive ways, and each dashboard can generate custom reports.

Smart Quarry Site can help your operation:

- View routes, idle times and locations, so you can remove bottlenecks and waits, increase payloads, reduce fuel consumption and decrease emissions

Continued ...



Smart Quarry Site is a software and hardware solution that tracks your machines, then transmits and presents data for you to take action to improve.

Optimize your operation

... continued

- Compare operator or shift performance to reward your best operators and coach those needing improvement
- Know how full your haul trucks are, so you can optimize payloads to increase efficiency
- See—in real time—your production against your target and make adjustments to meet shift goals
- Ensure your machines stay productive with comprehensive inspection reporting, issue tracking and maintenance management

"The hardware is wired into your machines, and it's pulling data such as payload from the truck and reporting back to the loader operator, so they know exactly how many tons per pass they have done," said McGinnis. "Data is communicated via the cloud and shows exactly where the material was picked up, where it was dropped off, how that machine got from A to B, and what speed they were traveling."

What's included with Smart Quarry Site

A Smart Quarry Site subscription includes:

- A site readiness investigation and report
- Initial site master data site setup
- Cloud hosting and server maintenance
- Software and firmware remote updates
- Installation of hardware to each machine
- On-site commissioning for each machine
- One-day operator training for each vehicle and ongoing support

"Smart Quarry Site is brand agnostic, so it's effective on mixed fleets with any combination of trucks, loaders, excavators, graders and dozers," noted McGinnis. "We have a dedicated

team that's ready to deploy to the site, monitor and work with customers to optimize their operations."

Prime example

McGinnis used an example to show how Smart Quarry Site can help maximize efficiency and lower overall costs. The solution was employed on a large quarry, but McGinnis said Smart Quarry Site can benefit operations of all sizes.

"Smart Quarry Site is brand agnostic, so it's effective on mixed fleets with any combination of trucks, loaders, excavators, graders and dozers."

*— Craig McGinnis,
Senior Manager,
Customer Solutions,
Komatsu*

"One customer realized they were underloading, so they saw an uptick of 7% to 8% in their trucks' payloads, which equated to about eight additional tons per truck," McGinnis stated. "If you're running 100-ton trucks, and each has that much more on every load during a 10- to 12-hour day, it adds up significantly. That's a big bottom-line improvement."

McGinnis added, "Something like that could also change practices because if you hit a production target faster, you don't have to run as many hours. That saves wear and tear on the machines, reducing maintenance and further increasing savings. We recommend that you contact your distributor for more information about getting started." ■



Komatsu's Smart Quarry team can help you set up and monitor Smart Quarry Site.



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Videos



New Boise branch

Modern Machinery enhances its Boise facility to better support customers in Southern Idaho

Modern Machinery recently upgraded its Boise, Idaho, branch to boost its service capabilities for customers in the Treasure Valley. The new branch features 6,800 square feet of office space, and the warehouse has been increased from 3,500 square feet to nearly 10,000 square feet. The extra space will improve parts availability, which will help ensure customers get what they need quickly.

"We went from 3.2 acres to just shy of 10 acres on the property," noted Branch Manager Jim Sandercock, who covers Modern's Boise and Jerome branches. "We will serve Southern Idaho, so Idaho County south, then east to the 84-86 interchange, and then we go west into the four southeastern counties in Oregon."

In addition to Sandercock, key members of the branch include Service Manager Korey Chappell, Parts Manager Frank Renzo and Sales Coordinator Kerrie Simmonds.

Expanded service shop

The enhanced facility also features a 21,000-square-foot service shop, which is nearly five times larger than the previous one, according

to Sandercock. It includes 12 working stations and six drive-through bays that are each 100 feet long and 35 feet wide to accommodate Modern's range of equipment, such as Komatsu, Dynapac, Astec, LeeBoy, Gehl and TimberPro.

"Whatever our customers bring to our attention we will work on," stated Sandercock.

To meet customers' various maintenance and repair needs, the branch has several OEM-trained technicians, including field service technicians and shop technicians.

"Modern has two technical trainers; they get trained by Komatsu and then they come back and train our folks to keep them up to date on Komatsu," explained Sandercock. "They also do it for the other brands that we carry, such as Astec and Dynapac."

With a dedicated team and expanded facility, Modern is poised to expertly handle all its customers' parts and service needs.

"We're honest, trustworthy, dependable, and we love doing what we're doing," concluded Sandercock. ■

Modern Machinery's new Boise, Idaho, branch features a 21,000-square-foot service shop that includes 12 working stations and six drive-through bays.



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Tips to help keep operating costs down

Find lower fuel costs with five timely tips

Fuel is a necessity and a major expense item for construction companies. As prices spike, so does the possibility that your profitability might take a hit, but there are ways to help lower your fuel bill and operating costs.

Reduce your idle time

Idling is necessary in certain situations, such as warming up a machine and before shutting down at the end of the day. 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 helps fleet managers easily track idle time by machine and for their entire equipment lineup. If they see excessive idling, they can then address that with operators and other on-site personnel.

An easy way to help control idle time during unproductive periods is to use the auto idle shutdown function, a feature available on most Tier 4 Final machines. Your machines' operations and maintenance manuals can guide you on how to set it—the minimum is five minutes before the shutdown begins in most cases—and your local dealer can help, too.

Heed Eco Guidance and choose the right mode

Komatsu's ECO Guidance provides information to operators on energy-saving operations that help control fuel consumption. It is a feature on most Komatsu machines introduced during the past 10 years. Idling stop guidance is among the suggestions that may be available with ECO Guidance. With this option, typically if no operation is performed for more than five minutes and the engine is idling, the idling stop message is displayed on the monitor.

Continued ...



A hybrid machine such as Komatsu's HB365LC-3 excavator can help conserve fuel significantly.

How to help lower your fuel bill

... continued

ECO Guidance is most useful when you choose the most effective mode. ECO Guidance might also suggest operating in "economy" instead of "power" mode.

- The "economy" mode promotes enhanced fuel efficiency but maintains working equipment speed for light-duty work, similar to the "power" mode
- Excavators and dozers are mainly used to dig and move naturally compacted soils, and in most instances, "economy" mode will get the job done while controlling fuel burn
- The "power" mode is advantageous in heavy-duty applications, such as when a wheel loader must climb a 10% ramp with a full bucket or when an excavator moves hard material like heavy clay

Consider a hybrid

Another thing to consider is purchasing or renting a hybrid excavator, such as the Komatsu HB365LC-3. Hybrid excavator technology is designed to provide a fast and responsive swing, and when swinging, to have all available hydraulic power sent to the boom, arm and bucket to help improve cycle time and enhance production.

Properly size and match equipment for the task

Bigger is not always better, and using a large machine to do a job that a smaller one could

do can increase fuel usage and your overall operating costs. Fleet managers need to consider several factors when using equipment, including choosing the right size for the job.

An important component of rightsizing is matching equipment that will be working together in the same application. For example, loading and hauling equipment need to match in order to drive optimum efficiency. If a loader is too large for a truck, or vice versa, the project will likely not be as efficient.

Use advanced technology

GPS-based grading helps promote productivity and control per-yard costs to move material. During the past two decades, GPS technology has advanced significantly, with integrated machine control helping to drive lower costs associated with replacing cables, masts and additional satellites.

Many of today's machines with integrated GPS grade control also feature additional technologies, such as Komatsu's proactive dozing control, that help operators get to grade more efficiently and at lower costs, including better fuel usage. Technology is also helping new operators become proficient at moving dirt faster than ever before. ■

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There are easy ways to control fuel usage, such as using technology, choosing properly sized machines and running them in the right mode.



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Sold and Supported by Modern Machinery

Hands-on happenings at Cartersville

During Demo Days, customers learn about equipment and solutions that can help drive efficiencies from preplanning to final closeout



Watch the video

Gaining general insights into how equipment and technology provide value can benefit your operations. The ability to experience a machine for yourself from the operator's seat takes it to another level. Komatsu gave attendees plenty of both during Demo Days, which took place over three days at Komatsu's Cartersville Customer Center in Georgia.

More than 40 products, ranging from compact excavators to large construction, demolition, forestry and mining machines, were available for customers to see up close and operate. Representatives from Komatsu and Komatsu affiliates, such as Montabert, Lehnhoff, and Hensley Industries, provided insights on implementing equipment and attachments within jobsite operations.

Komatsu Smart Construction and Smart Quarry representatives set up display areas to provide information on solutions available for jobsite management, such as Smart Construction Remote, Office, Field and Drone, as well as Smart Quarry Site and Smart Quarry Study. My Komatsu representatives also provided information about Komatsu's central hub for fleet management.

"We have lots of gear to run, but Demo Days is about more than just the gear; it's about the solutions we can bring to you to aid in your optimization and efficiency from preplanning a project to its finish," said Peter Robson, Senior Director of Product, Komatsu. "Demo Days gives customers a complete picture



Titan Earthwork's Lee Roland (left) and Elliott Roland enjoy Demo Days.



Komatsu's Smart Quarry team can help you set up and monitor Smart Quarry Site.



▶ VIDEO

Demo Days attendees operate equipment.

of what we have to offer in helping them with equipment and the digital transition of their operations."

Informative presentations

Each day began with informative presentations about equipment and Smart Construction and Smart Quarry solutions that Komatsu offers to help drive productivity, efficiency and customers' sustainability goals. Hands-on operation followed, letting customers operate a mix of standard, Intelligent Machine Control (IMC), hybrid and electric machinery in working environments across the 38-acre site.

Customers could operate the new 70-ton Komatsu HD605-10 rigid-frame mechanical haul truck, which offers a tight turning radius designed for easy navigation on narrow haul roads. New solutions included 3D Machine Guidance Flex, which adds the capability to collect as-built data from nearly any machine, such as a scraper, loader or pickup.

"One of the highlights for us during Demo Days is listening to customers because that moves us forward and helps us develop the features and benefits for future machines and solutions," commented Robson. "We hope customers go back to their businesses with great memories and all their questions answered. It's great that they take time to come down here, and we thank them and their distributors for making the trip." ■



(L-R) 3H Construction's Wade Hill and Clark Hill explore Demo Days with Modern Machinery's Chris Stoddard.

By the numbers

- 3-day event
- 40+ products on display
- 300+ attendees
- 5 industries represented: construction, quarry, aggregate, demolition and forestry

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Substantial improvements in performance

WA700-8 wheel loader delivers more power and torque with increased fuel economy that can help reduce operating costs

Komatsu has introduced its new WA700-8, a powerful and efficient addition to its range of wheel loaders designed for quarry operations and aggregate producers. This wheel loader is an ideal four-pass match with 70-ton trucks such as Komatsu's new HD605-10 haul truck. The WA700-8 also offers substantial performance, efficiency and operator comfort improvements compared to its predecessor, the WA700-3.

Compared to the previous model, the WA700-8 delivers:

- Up to 8% more gross power and 15% more torque, making it a robust choice for demanding work environments
- A 6% increase in lifting force and rated load, allowing operators to handle larger volumes of material with greater ease
- Up to 8% more fuel efficiency, helping reduce operating costs while maintaining high productivity

The WA700-8 features a comfortable cabin with technology designed to help reduce operator fatigue on long shifts. This includes a new advanced joystick steering system and electronic pilot control levers for precision and ease of operation. An automatic digging system, semi-automatic approach, and semi-auto dump

systems simplify repetitive tasks, helping operators optimize load cycles. These systems are particularly beneficial for less experienced operators, helping to close skills gaps and enhance overall operational efficiency.

Make every pass count

On challenging terrain, the variable traction control system helps prevent tire slippage, prolonging tire life and improving safety in wet or slippery conditions. The loader's modulated clutch system offers precise control for smooth transitions between forward and reverse, which is critical during truck-loading operations. An available KomVision camera system provides operators with a comprehensive view of the machine's surroundings, and Komtrax Plus offers remote monitoring and data-driven insights that can help reduce unplanned downtime.

"The new WA700-8 can help quarry operations hit that sweet spot for 70-ton truck loading, making every pass count," said Sebastian Witkowski, Product Manager. "With a heavier operating weight, greater static tipping load and larger breakout force than the previous model, the WA700-8 is a productive and efficient wheel loader that is ideal for quarry operations." ■

Quick specs

Model	Operating weight	Net horsepower	Bucket capacity
WA700-8	214,069 lbs.	773 HP	12.0 yd ³



The WA700-8 is Komatsu's newest addition to its lineup of wheel loaders for quarry and aggregate operations.

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Designed for high production

HD465-10 and HD605-10 haul trucks offer high payload capacity and improved fuel economy

If you're aiming to boost production and lower operating costs when moving materials, check out Komatsu's new HD465-10 and HD605-10 mechanical haul trucks. These trucks are designed to help increase productivity and improve fuel efficiency in quarry, mining and aggregate applications.

The HD465-10 is a 60-ton rigid frame machine with a high payload capacity and efficient hauling capabilities. The HD605-10 is a 70-ton rigid frame machine designed for reliability and durability. Both trucks offer a tight turning radius for easy navigation on narrow haul roads and ergonomically designed cabin features for operator comfort during long shifts. With increased horsepower and high-strength steel for reduced operating weight, the machines are built to provide excellent speed on grade.

Additional features include a MacPherson-type independent front suspension that allows the vehicle to smoothly traverse uneven road surfaces, the ability to regulate fuel efficiency for lighter work with "economy" and "economy light"

modes, and control downhill descent with the automatic retard speed control function.

Enhanced operator platform

New operator features include hill start assist, throttle lock, a retractable sun visor and waiting brake. Beneficial maintenance elements include plastic resin wheel chocks, maintenance-free batteries, brake performance checks, and ground level Komatsu Oil and Wear Analysis (KOWA) sampling ports. A full LED light package delivers exceptional operator visibility.

"Komatsu is committed to developing equipment that supports our customers' needs and helps them be most effective at the job site," said Madeline Pearce, Product Marketing Manager. "The fuel efficiency and productivity benefits these products provide, combined with a number of operator-focused features, demonstrate that commitment. We are excited to provide these new models of haul trucks to support our customers across North America." ■

**All comparisons are to the previous Komatsu model(s) unless otherwise stated.*



Data-driven solutions

Smart Construction suite can help you increase productivity, track it and make critical decisions that affect it faster

Data is a driving force behind making critical decisions that can potentially have a major impact on construction companies' bottom lines. With new machinery and technology, data is more accessible and faster to get than ever before.

"Machine intelligence that collects data and software that gives users the ability to access it via the cloud from practically anywhere and at anytime continues to increase exponentially," said Jason Anetsberger, Director, Customer Solutions at Komatsu. "Users can visualize production, collect as-built data and update plans remotely in real or near-real time. That promotes a more proactive approach to decision-making that factors into project-scheduling adjustments and affects profitability."

A good example

Anetsberger used an example that included multiple Komatsu Smart Construction solutions such as Intelligent Machine Control (IMC) dozers and excavators with factory-integrated GPS grade control and 3D Machine Guidance, which can be added to traditional excavators and is now a factory-install option on some newer machines.

"Those machines are collecting data in real time, and that is aggregated into our Smart Construction Dashboard solution that gives

users a clear picture of the current as-built," noted Anetsberger. "You can easily track information such as how much material has been moved, length of trench dug and more. In addition to making adjustments that affect productivity, you can use that information to document the project and prove it was built to plans with little to no surveying. If a change in plans occurs, Smart Construction Remote lets you send the plan update directly to the machine without the need to drive to the site, saving time and expense."

Anetsberger continued, "We recently had a first-time technology user on a project utilizing a PC490LCi-11 IMC excavator and Dashboard. The project involved digging underwater and was on a site where drone flights to survey weren't allowed. The contractor did a daily as-built and reported it to the site's owner and the state department of ecology. It proved a huge success to all, especially the contractor who completed what was scheduled to be a 45-day excavation in 20 and had an accurate representation of the finished job. They will now use a D61i IMC dozer and Dashboard to fill in the site, put it to final grade and complete a new as-built."

Adding solutions

Komatsu IMC machines, 3D Machine Guidance, Dashboard and Remote are part of Komatsu's Smart Construction suite of solutions designed to increase efficiencies. Anetsberger offered some recommendations for determining what Smart Construction solution makes the most sense for your operation, providing some helpful tips for how to figure out what solutions you need and when is the right time to add them. All the solutions can be accessed and viewed through your My Komatsu account.

"IMC machines were our original solution, and we still recommend them as a starting point on your Smart Construction journey," said Anetsberger. "3D Machine Guidance — formerly Retrofit — is another great option, as it adds an indicate-only system to legacy machines or new machines without IMC. If you have those, adding Dashboard and Remote are logical next steps to make a powerful combination."

To determine your next steps, Anetsberger recommends a further assessment of your goals and asking questions such as:



Several project management solutions are available such as Smart Construction Dashboard that gives users a clear picture of the current as-built data.



Implementing Komatsu Intelligent Machine Control (IMC) dozers and excavators is a good introductory step in adopting Smart Construction solutions.

- Do you want faster, more accurate mapping and progress tracking?
- Do you want to move to 3D digital plans and combine drone data with 3D design data to confirm quantities?
- Do you want better labor management and cost tracking and be able to do it remotely?

One option is Smart Construction Office, a scheduling and management solution that serves as a central hub for all your jobs and can help replace manual production and cost tracking with streamlined daily automation that delivers timely updates, insights, auto-forecast schedules and cost estimates throughout a project's lifecycle. It also has an artificial intelligence project assistant known as Carmen that works in real time scanning and analyzing information and providing recommendations to keep projects on time and on budget.

Additional Smart Construction solutions include:

- **Design** — Lets you move from rolled-up plans to a digital design file with Komatsu's 3D generation service, so you have accurate data that is easily shared, replicated and updated
- **Drone** — Delivers high-precision mapping that can be done 50% faster than a walking survey; drone mapping helps with planning, sends data as you progress and gives you information that you can turn into efficiencies and better reporting
- **Field** — Connects humans, machines and materials to automate data collection on the jobsite, so you can accurately analyze your operational costs and efficiencies in real time
- **Fleet** — Collects the data you need to help optimize your fleet and track production, all on a mobile app
- **Base/Rover** — Functions as an RTK base station or RTK rover for collecting data, staking features and measuring surfaces relative to 3D designs; works seamlessly with Komatsu IMC machines and Smart Construction 3D Machine Guidance systems

"There are so many easy ways to implement technology solutions into your operations," concluded Anetsberger. "We encourage anyone who wants to streamline and optimize their operations to learn about Smart Construction solutions by talking to their distributor about how to get started." ■

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Expand data-collection capabilities

Smart Construction 3D Machine Guidance Flex allows more machines and personnel to see as-built data faster

On a modern construction site, the more data you collect—especially as-built data—the more precisely you know your job progress, and the more confidently you can make key decisions. Smart Construction 3D Machine Guidance Flex can collect as-built data from nearly any machine, including scrapers, loaders or pickups.

As-built data from 3D Machine Guidance Flex and a 3D mapping program such as Smart Construction Dashboard provide valuable insights and analysis daily. With 3D Machine Guidance Flex, the machine or truck constantly maps the terrain as it moves about the site. Adding the as-built data to 3D visualization software lets you know exactly how much work has been done and how it compares to the digital project plan.

"3D Machine Guidance Flex will automatically connect to Dashboard, allowing more personnel to understand grade information and as-built, and make decisions that affect personnel, machinery and production faster."

*— Ron Schwieters,
Smart Construction Senior
Customer Manager,
Komatsu*

Rough grading done by larger machines equipped with a GNSS solution such as 3D Machine Guidance Flex can be much more accurate, enabling you to deploy grade checkers elsewhere and increasing jobsite efficiency and productivity. Multiple machines, trucks and personnel can use 3D Machine Guidance Flex at once.

"Komatsu's 3D Machine Guidance solution was originally designed just for excavators," explained Ron Schwieters, Smart Construction Senior Customer Manager, Komatsu. "3D Machine Guidance Flex expands on that to give more machines and more personnel on the jobsite very visual guidance on cut and fill areas with a color-coded map—green is on grade, red is cut, and blue is fill. Prior to launch, we did a series of trials on various types of machines and trucks. It really changed the scraper operator's perspective. They were no longer relying on survey personnel to tell them where grade is

and where to move material. With the information they needed directly on the in-cab monitor, they felt more empowered, and operations really picked up."

Prevent over-digging and missed fills

A tablet mounted in the machine's cab shows the operator the current topography laid over the 3D design to guide them toward the finished product. Because the operator has constant position data of their machine versus the design, they can move large amounts of material without needing a grade checker, and they can see where to dig and when to stop to prevent over-digging.

Site managers can constantly monitor elevations around the jobsite using the as-built data from 3D Machine Guidance Flex using Smart Construction Dashboard. Managers can more easily catch mistakes, like missed fills, and calculate the daily production volume.

"3D Machine Guidance Flex will automatically connect to Dashboard, allowing more personnel to understand grade information and as-built, and make decisions that affect personnel, machinery and production faster," said Schwieters. "Adding both solutions is easy. We recommend contacting your Komatsu distributor to get started." ■



With Smart Construction 3D Machine Guidance Flex, as-built data is collected from nearly any machine, including scrapers, loaders or pickups.

Purpose-built forestry machine

New TimberPro TN230D log loader engineered for enhanced productivity and operator needs

Based on customer feedback, Komatsu has introduced its new TimberPro TN230D log loader that was built from the ground up and carefully engineered to help drive productivity and provide additional operator benefits.

The 197-horsepower TN230D offers a 36-foot reach and 58,224 foot-pounds of swing torque. It also features Power Max, which temporarily increases engine horsepower and hydraulic flow to support tough forestry tasks.

The TimberPro TN230D is built with proven, high-quality Komatsu components. Its hydraulic system, powertrain, control valve and interior components are designed and manufactured in-house to help confirm performance and quality control.

The TN230D is the first machine in its class segment to feature dual service platforms with electrically actuated platforms on the left

and right sides, offering enhanced access for service and cleaning.

Numerous benefits

New benefits include easy access via a large, rear-entry cab with service walkways and safety railings, premium heated and cooled seats with adjustable armrests, an elevated cabin with large windows and a front-view camera to enhance visibility, LED lights, and a large overhead skylight.

“We know how demanding forestry environments are—the tough work requires equipment capable of standing up to the job,” said Kyle Kovach, Product Planning Manager. “When we set out to develop a new log loader, we gathered feedback on customer needs then unleashed a team of talented engineers to design this product from the ground up. The result merges quality components with the latest technology to offer a range of productivity, safety and comfort benefits.” ■

The new TimberPro TN230D log loader merges quality components with the latest technology.

Quick specs

Model	Horsepower	Reach	Swing torque
TimberPro TN230D	197 HP	36 feet	58,224 foot-pounds



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Dozers 					
KOMATSU D375A-6	U BLADE, MS RIPPER	60272	2014	9,444	\$450,000
KOMATSU D155AX-8	U BLADE, MS RIPPER	100324	2019	3,355	\$399,000
KOMATSU D155AXI-8	SU BLADE, MS RIPPER, UHF	100552	2021	2,685	POR
KOMATSU D71PX-24	PAT BLADE, MS RIPPER	70327	2021	1,265	POR
KOMATSU D65PXI-18	PAT BLADE, UHF SYSTEM	90273	2016	9,329	\$125,000
KOMATSU D65PX-18	STRAIGHT BLADE	92587	2020	1,411	\$299,000
KOMATSU D65PX-17	PAT BLADE, MS RIPPER	1606	2012	5,026	\$94,000
KOMATSU D61PX-24	PAT BLADE, MS RIPPER	45272	2021	2,852	POR
KOMATSU D51PX-24	PAT BLADE	15017	2021	1,570	\$175,000
KOMATSU D39PX-24	PAT BLADE, CAB GUARDS, SWEEPS, SCREENS	100228	2021	884	\$139,000

Wheel Loaders 					
KOMATSU WA500-8	8 YD BUCKET, AJSS	A96639	2018	10,533	\$225,000
KOMATSU WA500-8	8 YD BUCKET, AJSS	A96628	2018	7,894	\$245,000
KOMATSU WA480-8	7.2 YD BUCKET, YARD LOADER	A48237	2022	2,414	POR
KOMATSU WA480-8	7.2 YD BUCKET, YARD LOADER	A48269	2023	1,644	POR
KOMATSU WA475-10	5.8 YD BUCKET, 3RD V, AJSS	120807	2024	1,031	\$460,000
KOMATSU WA380-8	QC, BUCKET, MONO, 3RD VALVE	16180	2021	1,328	\$247,400
KOMATSU WA380-8	QC	87566	2023	2,000	POR
CATERPILLAR 982M	BUCKET, STRAIGHT LIP W/ TEETH	K1Y00474	2019	10,996	\$249,000

Compaction 					
DYNAPAC CA5000D	84" SINGLE DRUM, EROPS	10000174VNA033218	2022	1,281	POR
DYNAPAC CA3500PD	84" SINGLE DRUM, PADFOOT	10000168AJA023630	2019	610	POR
DYNAPAC CA2500D	84" SINGLE DRUM	10000167LPA035374	2023	574	POR
DYNAPAC CA2500PD	84" SINGLE DRUM, PADFOOT, EROPS	10000167CNA033892	2022	524	POR
DYNAPAC CA1500D	66" SINGLE DRUM	10000160CPA035261	2023	497	POR
DYNAPAC CC6200VI	84" ASPHALT ROLLER	10000387HJA0213980	2018	266	\$168,000
DYNAPAC CC5200VI	77" ASPHALT ROLLER	10000386JJA023209	2019	315	\$117,000
DYNAPAC CC1300VI	51" ASPHALT ROLLER	10000470KMA033079	2022	282	POR
DYNAPAC CC1100VI	42" ASPHALT ROLLER	10000444ANA034439	2023	171	\$48,000

Excavators / Backhoes 					
KOMATSU PC800LC-8EO	11' ARM, COUNTERWEIGHT REMOVAL SYSTEM	65380	2019	4,352	\$693,000
KOMATSU PC800LC-8EO	11' ARM, COUNTERWEIGHT REMOVAL SYSTEM	65067	2012	8,956	\$350,000
KOMATSU PC650LC-11	11' ARM, QC, COUNTERWEIGHT REMOVAL SYSTEM	80205	2022	2,697	POR
KOMATSU PC490LCI-11	13' ARM, QC, UHF SYSTEM	85196	2016	8,187	\$229,000
KOMATSU PC490LC-11	11' ARM, QC, KOMATSU GPS	A42373	2020	3,617	\$329,000
KOMATSU PC390LC-11	13' ARM, QC, BUCKET	A31068	2022	2,600	\$345,000
KOMATSU PC360LCI-11	10' ARM, QC, +1 HYDRAULICS	A38827	2023	398	\$389,000
KOMATSU PC360LC-11	13' ARM, QC, THUMB	A35166	2015	11,329	\$38,500
KOMATSU PC290LC-11	11' ARM, QC, THUMB, FOPS, CAB GUARD	K73150	2019	2,882	\$199,500
KOMATSU PC240LC-11	10' ARM, QC, +1 HYDRAULICS	95397	2019	5,044	\$145,000
KOMATSU PC238USLC-11	9' 6" ARM, +1 HYDRAULICS, MCX TOPCON SYSTEM	C50013	2024	715	\$359,000
KOMATSU PC210LCI-10	9' ARM, QC, UHF	500521	2017	9,064	\$105,000
KOMATSU PC210LC-11	9' 7" ARM, QC, THUMB, +1 HYDRAULICS, R-LINERS	C81530	2022	1,473	POR
KOMATSU PC170LC-11	8' 7" ARM, QC, THUMB, +1 HYDRAULICS	36380	2022	469	POR
KOMATSU PC138USLC-10	8' ARM, QC, THUMB, BLADE	42068	2015	6,606	\$47,000
KOMATSU PC78US-11	QC, THUMB, A-HYDRAULICS, BLADE, WINDOW GUARD	51780	2023	1,413	POR
KOMATSU PC35MR-5	EROPS, QC, THUMB, A-HYDRAULICS, 12", 24" & 36" BUCKETS	34144	2025	192	\$65,000
BOBCAT E42	QC, 18" BUCKET, THUMB, A-HYDRAULICS	B4GM17885	2023	143	\$65,000

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Motor Graders 					
KOMATSU GD655-7	14' BLADE, MS RIPPER, MC MAX TOPCON SYSTEM	65530	2024	377	POR
KOMATSU GD655-7	14' BLADE, MS RIPPER, MC MAX TOPCON SYSTEM	65565	2024	400	POR

Off-Road Trucks 					
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	12459	2022	2,968	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	12786	2023	2,525	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	A70192	2024	913	\$653,600
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	A70191	2024	1,059	\$646,600
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	12377	2022	1,895	\$509,000
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11675	2023	1,832	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11951	2024	954	\$514,000
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	12014	2024	835	\$507,000

Aggregate Equipment					
TELSMITH T400	FABTEC REAR DISCHARGE JAW PLANT	PC351722	2022	670	\$789,000
KPI-JCI K400	PORTABLE CONE PLANT	P242240	2024	41	POR
KPI-JCI K300/6203	JCI KODIAK CLOSE CIRCUIT PLANT	P232200	2023	418	\$1,311,150
ASTEC FT200CC	JCI TRACK MOUNT CONE PLANT, CLOSE CIRCUIT	255834	2025	0	POR
KPI-JCI FT2650	PIONEER TRACK MOUNT JAW	421117	2024	985	POR
KPI-JCI FT2650	PIONEER TRACK MOUNT JAW	420604	2024	452	POR
KPI-JCI J20	RANGER 2034 TRACK MOUNT JAW	225130	2023	20	\$558,000
KPI-JCI J20CC	RANGER 2034 TRACK MOUNT JAW, CLOSE CIRCUIT	225126	2022	1,153	\$518,650
KPI-JCI GT125	PIONEER TRACK MOUNT JAW	420367	2023	896	\$646,350
KPI-JCI FT4250CC	TRACK MOUNTED HORIZONTAL IMPACT CRUSHER	419970	2022	1,282	\$1,046,175
KPI-JCI FT4250CC	TRACK MOUNTED HORIZONTAL IMPACT CRUSHER	420805	2024	703	\$1,175,250
KPI-JCI FT440	TRACK MOUNTED HORIZONTAL IMPACT CRUSHER	420806	2023	432	POR
KPI-JCI 6203-32	SPOMAC WASH PLANT	S236023	2023	1	\$500,000
ASTEC GT165DF	TRACK MOUNTED SCREEN PLANT, 3 PRODUCTS	235178	2021	1,200	\$322,100
ASTEC GT205S	TRACK MOUNTED SCREEN PLANT, 2 DECK, MULTI FREQ.	235284	2023	78	\$457,420
KPI-JCI 36"X150'	SUPER STACKER	420697	2024	2	\$375,000
KPI 36"X100'	KPI END FOLD RADIAL STACKER	420802	2024	0	\$152,400
VALE 36"X100'	VALE RADIAL STACKER SELF CONTAINED, DIESEL	220784	2022	1,310	\$195,300
KPI 36"X100'	KPI END FOLD STACKING CONVEYOR	420803	2024	541	\$152,405
SPOMAC 36"X60'	LOW PRO EXTREME CONVEYOR	M22CON1516041	2022	N/A	POR
SPOMAC 36"X50'	LOW PRO EXTREME CONVEYOR	M22CON1515840	2022	N/A	POR
KPI-JCI GT4280	42" X 80' RANGER TRACK MOUNTED CONVEYOR	235502	2023	1,510	POR
KPI-JCI GT3260	32" X 60' RANGER TRACK MOUNTED CONVEYOR	245676	2024	237	POR
TRANSCO 32BF	TRANSCO 36" PORTABLE BELT FEEDER, SKID MOUNT	1223370	2021	N/A	\$115,000
SPOMAC 45YD	SPOMAC LOAD OUT BUNKER	S1571526	2022	N/A	POR
ROCK TOUGH G3RRA14-4	14' X 7' STATIC GRIZZLY	240509	2024	N/A	POR

Forestry Equipment					
DEERE 2954D	LOGMAX 10000 PROCESSOR	1FF2954DVE0290211	2014	9,218	\$228,000
TIMBERPRO TN725D	QUADCO HTH622B PROCESSOR	TN725D0610083118	2018	5,502	\$259,000
CATERPILLAR 522B	BUNCHER QUADCO 24B HOTSAW	F7C00356	2017	6,508	\$244,000
KOMATSU WA500-8	LOGFORKS, 3RD VALVE, AJSS, BRAKE COOLING	A97589	2022	1,887	\$495,000

Miscellaneous					
KOMPTECH 6000	KOMPTECH CRAWLER MOUNTED TRASH GRINDER	483034	2018	3,698	\$331,000
EPIROC ROC T40-11	ATLAS COPCO DRILL, T45 STEEL, 2.5" - 5" HOLE SIZE	G24SED0268	2024	1	POR
ROADTEC RX600E	MILLING MACHINE, 3 LEG	4172	2023	11	\$695,000
ROADTEC SB2500	SHUTTLE BUGGY	959	2015	13,403	\$85,000

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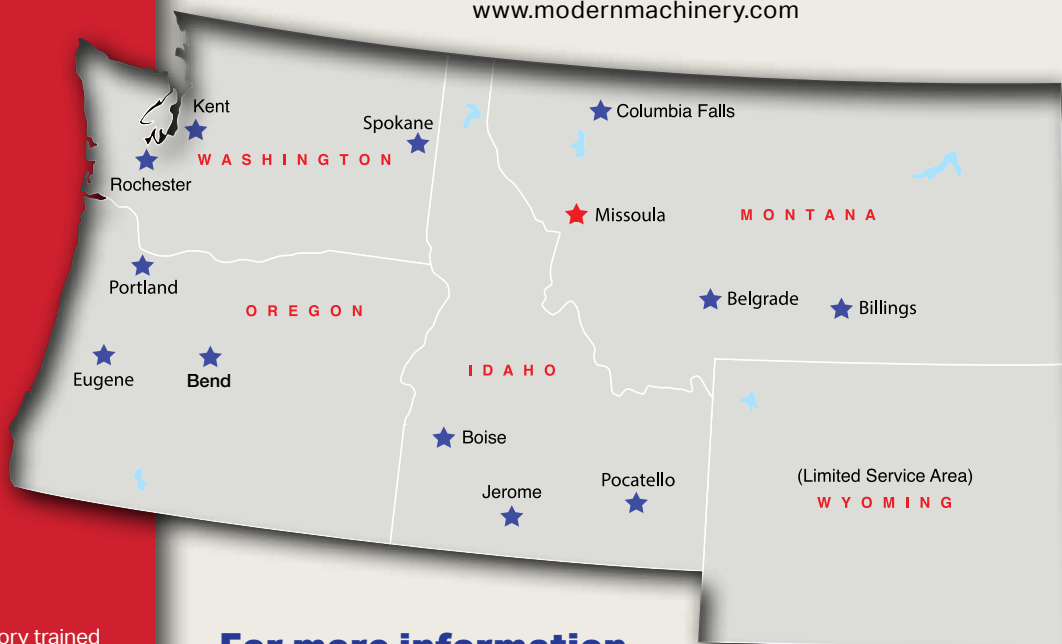
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Eugene, OR 97402
(800) 826-9811
(541) 688-7321
Fax: (541) 689-5429

Portland, Oregon

5241 N.E. 82nd Ave.
Portland, OR 97220
(800) 950-7779
(971) 222-1710
Fax: (503) 255-1553

Bend, Oregon

64984 Deschutes Pleasant Ridge Rd.
Bend, OR 97701
(541) 688-7321

Missoula, Montana

101 International Way
Missoula, MT 59808
(800) 332-1617
(406) 523-1100
Fax: (406) 523-1117

Columbia Falls, Montana

28 Arcadia Way
Columbia Falls, MT 59912
(800) 434-4190
(406) 755-5540
Fax: (406) 756-0006

Billings, Montana

7850 S. Frontage Rd.
Billings, MT 59101
(800) 735-2589
(406) 252-2158
Fax: (406) 252-1165

Belgrade, Montana

278 Companion Way Unit C
Belgrade, MT 59714
(888) 422-9976

Pocatello, Idaho

2666 Garrett Way
Pocatello, ID 83201
(800) 829-4450
(208) 233-5345
Fax: (208) 235-9658

Boise, Idaho

9391 S. Federal Way
Boise, ID 83716
(800) 221-5211
(208) 336-8570
Fax: (208) 336-8616

Jerome, Idaho

2735 Tucker Ct., Suite C
Jerome, ID 83338
(208) 324-4522
Fax: (208) 324-8034

Kent, Washington

22431 - 83rd Ave. S.
Kent, WA 98032
(800) 669-2425
(253) 872-3500
Fax: (253) 872-3519

Spokane, Washington

4428 E. Trent Ave.
Spokane, WA 99212
(800) 541-0754
(509) 535-1654
Fax: (509) 534-6741

Rochester, Washington

19444 Ivan St.
Rochester, WA 98579
(800) 304-4421
(360) 273-4284
Fax: (360) 273-4290