

UPDATE

Rice Logging, Inc.

Strong work ethic helps
Oregon logging company
harvest success



Doug Rice,
Vice President

A Message from Modern Machinery



Jeff Schwarz

Looking
forward to
what's ahead



Dear Valued Customer:

We hope your year is off to a good start. Like you, we were pleased to see the end of 2020. With renewed optimism, we look forward to better things in 2021 and beyond. Although there is still a bit of uncertainty in some markets, many experts are forecasting positive results.

There are always questions whenever the term 2.0, 3.0 or any other update is mentioned. Is this new version really an upgrade? Will it improve my operations and make us more productive? When it comes to Komatsu's intelligent Machine Control (iMC), the answer is a resounding, "Yes!" Komatsu was the first to bring integrated GPS grade control to the market, and we are excited to show you how iMC 2.0 dozers and excavators build on the originals. Look inside this issue of your Modern Update magazine to learn more.

The first iMC 2.0 dozers, the D51i-24 and D61i-24, were recently recognized as top products; however, they were not the only Komatsu machines to earn that designation. Several standard and specialty products also made the list. Look for the article that highlights them and how they were designed and manufactured with input from customers like you.

Komatsu is also at the forefront of technology to make your overall operations more efficient. Its innovative Smart Construction suite of solutions helps your business improve operations across all steps of the construction process. They can digitally transform your job site and potentially make you more profitable. Read more about one solution, Smart Construction Remote, inside.

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

Sincerely,
Modern Machinery

A handwritten signature in black ink, appearing to read "Jeff Schwarz". The signature is stylized and fluid.

Jeff Schwarz,
President



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Multigeneration family business, Rice Logging, Inc. harvests success by using a strong work ethic to deliver quality products



Doug Rice,
Vice President

Doug Rice credits his parents' work ethic as the foundation for the success of Rice Logging, Inc. Robert and Rose started the Sweet Home, Ore., company in the early 1980s after splitting from another firm they had co-owned.

"Their drive set up Rice Logging, Inc. for long-term success and established a family business that now supports multiple generations," said Doug, "We owe them a great deal of gratitude for their hard work and sacrifices. It's a great source of pride to follow in their footsteps."

Now in their late 80s, Robert and Rose keep their fingers on the pulse of what's happening with Rice Logging, while also continuing to operate Robert L. Rice Trucking. Their children now head up the logging business, including Doug and Danny as Vice Presidents and Chris who serves as President. Their sister, Jeannette Hoover, is Secretary.

"Dad checks in daily; he has never liked to sit still," said Doug. "Each of us kids has individual roles, whether it's negotiations and contracts, maintenance of the equipment or running projects and machinery. There was a

time when we were not all involved full time, but as the business grew, that changed for the most part."

Maximum value from logs

Rice Logging, Inc. now has about 55 employees, including additional family members such as cousin Jesse Rice and Doug's son-in-law Tom Lewison, both of whom operate equipment. Most staff members spend their days in the western Oregon woods harvesting thousands of board feet of timber. Doug noted that Rice Logging handles a variety of tree species, but its main client wants primarily Douglas Fir.

"Along with safety, quality assurance is of the utmost importance," Doug stated. "We aim for the customer to get the maximum value from every log by ensuring each one is the right length, as well as that it is properly sorted and graded."

Robert and Rose founded Rice Logging, Inc. with one tower logging side. It now runs four of them, as well as two shovel logging sides and a tether cutting system. Crew sizes for each are typically eight people for a tower, three for a shovel and one or two for the tether.

"The vast majority of our projects are either tower or shovel; sometimes it's a combination of both," Doug explained. "The customer's engineers give us a plan based on terrain. Steeper ground generally requires tower logging and additional personnel, because it's more labor-intensive. The shovel sides are fully mechanized. On some jobs we harvest as much as possible with a shovel side, then follow with the tower to access what we can't with the shovel. Whatever has to be done, we make it work."

Komatsu PC290LL-11 extends reach

About 30 years ago, Rice Logging, Inc. bought its first piece of Komatsu equipment, a PC360-3 hydraulic loader. It retired the machine last year.

"I think it was a 1983 model," said Doug. "What I know for sure is that it was durable. It ran for years, and that's a testament to Komatsu's quality because logging is a tough application. Over the years, we added more

Modern Machinery Territory Manager Karl Schaffeld (left) calls on Rice Logging, Inc. Vice President Doug Rice at a logging site in southern Oregon. "Karl continues to provide us with the same great service we have come to expect from Modern," said Doug. "Karl is very knowledgeable, and we enjoy working with him."





Operator Tom Lewison loads a truck and grabs another load of timber with a Komatsu PC290LL-11 equipped with a 58-inch grapple. "The hydraulics are very smooth, so it's comfortable to operate. The visibility is really good. There are no blind spots; so I can see the tracks, which makes it better for spotting things like stumps that you don't want to run over."

Komatsu machinery, including a PC270LL that we still use as a processor. Each has served us well, been very productive and costs us little in downtime."

More recent purchases include the 89,730-pound PC290LL-11s that Rice Logging uses to sort logs and load trucks. Doug said the main reason for upgrading to the live heel log loaders was an additional four feet of reach. Rice Logging also equipped them with 58-inch grapples.

"Newer log trucks have seven-axle trailers, so they are longer. When we loaded with the older machines, the front of the tracks were up against the mud flaps of the rear bunk," Doug explained. "The PC290LL gives us 40 feet of boom and arm, so we avoid that situation, which makes us and the truck drivers happy.

"Fuel efficiency is an added benefit that I really appreciate," he continued. "It is saving us quite a bit in diesel. In addition, it uses very little DEF compared to a competitive brand we've run."

Tom added, "The hydraulics are very smooth, so it's comfortable to operate. The visibility is really good. There are no blind spots; so I can see the tracks, which makes it better for spotting things like stumps that you don't want to run over. The backup camera is a great feature because I can see what's behind the loader without having to turn around. It's convenient and saves wear and tear on me."

Great service from Modern Machinery

Doug recalled that one of Rice Logging's first machines was a Madill 3800C log loader acquired in the late 1990s. During the last 30-plus years, it has added several more. Today they use them for a variety of tasks, including delimiting and cutting logs with the machines that are equipped with Waratah HTH624C processors.

"The power gives me the ability to process a high volume of logs per day; it never slows down," shared Operator Jesse Rice of the 3800Cs. "I can grab a log, cut the butt off,



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Continued . . .

Continuity of great service is key to success

... continued

swing and feed at the same time. The new computerized Waratah head plays a big role in that, too. It's fast and handles big wood with a feed rate of about 19 feet per second, so I can eat through a pile of timber quickly."

Rice Logging, Inc. purchases their Komatsu, Madill and Waratah products from Modern Machinery. The PC290LL-11s were acquired with the assistance of Territory Manager Karl Schaffeld, who replaced Matt Pappin when he retired.

"Karl continues to provide us with the same great service we came to expect from Matt and Modern," said Doug. "Karl is very knowledgeable, and we enjoy working with him. On the Komatsu side, we like that Modern tracks our newer machines with Komtrax, then schedules service under Komatsu Care for the first three years or 2,000 hours at no charge. That cuts my overhead and keeps me from running our mechanic up to a job site.

"Madill shut down about 20 years ago, then came back after another manufacturer bought

the company. We could not have been happier about it or the fact that Modern would be the Madill dealer," Doug continued. "We purchased the first 3800C that was built by the new manufacturer about 10 years ago."

Focus stays the same

Doug said he's unsure of Rice Logging, Inc.'s long-term outlook. There is no succession plan at this point, although his son recently started working in the woods for the company. For the foreseeable future, Doug and his siblings will continue to operate the business.

"We still enjoy what we do and have no plans to retire or step away anytime soon," he stated. "Fortunately, we have a great relationship with our main customer; they are well-organized, and have plenty of jobs prepped out and ready to go. There is not a lot of downtime with them, so we are steadily busy. I don't think that's going to change, nor is our focus. As always, it remains on delivering quality logs and good customer service." ■



Operator Jesse Rice processes logs with a Madill 3800C equipped with a Waratah HTH624C processor. "The power gives me the ability to process a high volume of logs per day; it never slows down," said Jesse of the 3800C. "I can grab a log, cut the butt off, swing and feed at the same time. The new computerized Waratah head plays a big role in that too. It's fast and handles big wood with a feed rate of about 19 feet per second, so I can eat through a pile of timber quickly."

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Construction industry forecasters predict rise in overall starts led by single-family housing, non-building segments

Uncertain? Cautiously optimist? Upbeat? Construction forecasters are making their best predictions with most seeing positive territory for overall starts in 2021 as well as significant gains for certain market segments.

Dodge Data & Analytics (Dodge) looks the most bullish, forecasting an overall 4% increase in starts. The Portland Cement Association (PCA) predicts a 0.6% rise. On the flip side, FMI Corp. estimates an 8.7% decline.

The Northeast region of the country will be the most robust, according to Dodge. Its forecast sees a 14% jump in 2021, followed by the South Atlantic at plus 5% and the South Central at 4%. It believes the Midwest will be flat, while the West will fall 3%.

The industry is coming off a rough year in 2020, particularly the first half when COVID-19 caused a deep drop in construction starts, according to Dodge Chief Economist Richard Branch in a press release announcing the organization's outlook. He said to expect bumps along the way.

"While the recovery is underway, the road to full recovery will be long and fraught with potential potholes," said Branch.

Low rates spur home building, ownership

Single-family housing was one bright market segment last year, increasing by 4% compared to 2019. It also seems to be one area of broad agreement among forecasters. Dodge's outlook has it rising another 7% to \$254 billion, which would be its highest since 2007.

The National Association of Home Builders (NAHB) appears to concur, forecasting a 3% increase this year, followed by 2% more in 2022. PCA sees a 4% rise in total residential building.

"Overall, homebuilder confidence is at a data series high as sales have outpaced construction," said Robert Dietz, Senior Vice President and Chief Economist at NAHB in a recent *Engineering News-Record* article. "Housing demand is driven by historically low interest rates, demographic tailwinds and a desire for more space, which, in turn, is leading to construction gains in lower-density markets."

Continued . . .

Construction industry forecasters agree that single-family housing will remain strong in 2021 spurred by low mortgage rates. Dodge Data & Analytics sees it increasing by 7% to \$254 billion, which would be its highest since 2007.



Homebuilder confidence is high

... continued

There are opposite indications for multifamily housing starts. Dodge has a positive outlook at plus 7%. However, FMI, which sees a decline for 2021 in single-family, also predicts a 16.7% decrease in multifamily homes, and NAHB sees a 15% drop.

Anirban Basu, Chief Economist of the Associated Builders and Contractors (ABC), wrote in a December 2020 online article for *Construction Executive* that single-family housing has been and will continue to be a bright spot. Similar to others, he sees the ongoing decline in multifamily extending into 2021.

“Among the most buoyant segments at present is owner-occupied housing,” said Basu. “With more and more millennials coming of age, coupled with the high rate of people looking to social distance, take advantage of low mortgage rates and acquire enough space for a home office, housing demand has raced even higher during the pandemic. But that surging demand has crashed into a dearth of available, unsold inventory, resulting in rapidly rising home prices and the highest homebuilder confidence on record.”

Contradictory indications for nonresidential, transportation

Conflicting outlooks are also evident in the nonresidential sector, which includes offices, lodging and commercial properties, as well as warehouses, educational, health care and other institutional buildings. FMI, PCA and the American Institute of Architects (AIA) all see relatively sizable declines, while Dodge

expects a 3% overall increase with the warehouse, health care and office buildings segments all up more than 5%.

Dodge’s optimism also remains for overall non-building construction with a 7% forecast gain. That market includes highways and bridges, environmental, public works and electric utilities. It believes the latter category will be especially robust with a 35% increase after falling more than 40% in 2020. Dodge indicated that several natural gas export facilities and a large number of wind farms are expected to break ground this year.

It projects a slight increase for highways and bridges. The American Road & Transportation Builders Association (ARTBA) sees it differently. It estimates that highway construction will fall 4.4%, with a decline of almost 2% for bridges. FMI and PCA predict negatives as well.

These sectors could be affected by additional infrastructure funding. The most recent highway bill was set to expire in September 2020; however, Congress provided an additional year of funding as part of a short-term continuing resolution. Biden administration transportation advisor John D. Porcari said Congress is likely to seek an increase for core federal programs as well as others, such as BUILD grants awarded by the Department of Transportation.

“I think you need to kind of flood the zone with more (dollars) on the formula side, more on the competitive-grant side,” said Porcari during an annual meeting of the American Association of State Highway and Transportation Officials. ■

The picture is unclear when it comes to transportation spending, including roads and bridges. Dodge Data & Analytics sees a slight increase. The American Road & Transportation Builders Association, FMI Corp. and the Portland Cement Association predict negatives.



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Six machines named to magazine's list of best products deliver improvements driven by in-the-field customer conversations

What do new intelligent dozers, two excavators of vastly different sizes, a specialty pipelayer and two mid-to-large-size wheel loaders have in common? For one, they were named among the Top 100 products by *Construction Equipment* magazine. More importantly, they were built with new efficiency and production features driven by customer input.

Among the prominent machines on the list are intelligent Machine Control 2.0 D51i-24 and D61i-24 dozers with integrated GPS technology that is proven to boost production by as much as 60%. They feature proactive dozing control that lets operators cut and strip like an experienced operator from first pass to last. (See related article on page 13 for additional features).

Large, small excavators

Earthmoving companies of all sizes appreciate a basic digging machine that's easily transported from job to job. They like it even better when the machine offers fast cycle times, deep digging capabilities and high production, such as the new PC130-11, according to Andrew Earing, Komatsu Senior Product Manager.

"Mobility is a real asset with the PC130-11," said Earing of the 28,660-pound excavator that digs

more than 17 feet deep. "When a contractor finishes one job, they can quickly load this excavator and be on the way to the next site. When they get there, it's a matter of minutes to unload and start digging. That increases production time."

He added that the PC130-11 is built with steel castings in the boom foot, boom nose and arm tip for exceptional durability. It is available with plus-one piping as an option, so you can run attachments for a wide range of applications and potentially boost profits.

The much larger 200-ton class PC2000-11 mining excavator is built for high-volume digging and can move up to 17.9 cubic yards of material in a single scoop.

"Customers told us they want better multifunction performance and productivity than the previous model and the competition," said Joe Sollitt, Komatsu Senior Product Manager, Mining Support Equipment. "With more available engine horsepower, we were able to increase pump absorption and reengineer the engine pump control logic. In combination with a more efficient hydraulic system, the PC2000-11 can load out more material per shift."

Sollitt emphasized that Komatsu designed the 1,046-horsepower excavator for greater reliability and durability with thicker, stronger boom plates and castings that are highly resistant to bending and torsional stress. The center and track frame were strengthened, and it has larger diameter carrier rollers for extended service life. He added that a ground-level service center is standard, and the power module that service personnel grew to love was maintained.

Loaders prove more productive

Komatsu incorporated next-generation technology with considerable benefits to make its new WA475-10 wheel loader an ideal fit for quarry, waste, infrastructure, forestry and nonresidential applications. Feedback received in the field guided improvements, which made it 30% more fuel efficient than its predecessor, leading to savings that can potentially make you more competitive and profitable.



Earthmoving companies of all sizes appreciate a basic digging machine that's easily transported from job to job. They like it even better when the machine offers fast cycle times, deep digging capabilities and high production, such as the new 28,660-pound PC130-11.

Continued . . .

New iMC 2.0 dozers increase production up to 60% with the ability to use automatics from grass-to-grade



Intelligent Machine Control 2.0 D51i-24 and D61i-24 dozers feature patent-pending proactive dozing control that automatically cuts and strips from existing terrain like an experienced operator – 100% of the time, from grass to grade. The dozers also have improved automation with patent-pending lift layer control, tilt steering control and quick surface creation.

Jon Jennings,
Komatsu Product Marketing Manager

When experienced operators retire, they take with them their knowledge about how to move dirt as productively and efficiently as possible. That could potentially slow down your operations. What if it could be faster for your new or less-experienced operators to become as productive as those who left? It's possible.

One of the key attributes of Komatsu's new intelligent Machine Control (iMC) 2.0 dozers is patent-pending proactive dozing control that automatically cuts and strips from existing terrain like an experienced operator – 100% of the time, from grass to grade. This technology increased production by as much as 60% compared to the first-generation dozers, according to Komatsu Product Marketing Manager Jon Jennings.

"The ability to use automatics from first pass to last, instead of just during the finish grading, significantly reduces the time it takes to reach target elevation," said Jennings. "Proactive dozing control logic decides the appropriate action, such as whether to cut and carry material, spread or fill that material or whether it should finish grade."

The system provides the real-time position of the dozers to the job site to create a highly accurate elevation for it to drive the blade to the precise grade needed. During operation, the dozers measure the terrain as they track and use the track-level data to plan the next pass.

New automation, satellite systems

Improved automation is also part of iMC 2.0, including patent-pending lift layer control, which automatically spreads

fill from existing terrain with the press of a button. Much like proactive dozing control, this feature tracks the terrain and uses the data to plan the next pass, which doubles production and achieves consistent layers for quality compaction.

Additional automation features include tilt steering control that automatically tilts the blade to maintain straight travel during rough dozing, reducing the need for operator steering input by 80%. Quick surface creation produces a temporary design surface with one press of a button without the need for a complex 3D model.

Other upgrades include a second GPS antenna, which Jennings noted will aid in side-slope work. The new machines also gain access to three additional satellite systems.

"The biggest advantage is greater overall accuracy," he said. "More satellite systems increase production through the ability to use GPS in places where it may have been a big challenge before, such as at the edge of a wooded area or close to buildings on an urban project."

In addition to the new D51i-24 and D61i-24 models recently touted by *Construction Equipment* magazine as top products, the D39i-24 and the highly anticipated D71i-24 that was introduced last year at CONEXPO will soon be available.

"We had numerous orders for these machines before they were available because customers realized how much the new dozers will increase their production," said Jennings. "We encourage anyone looking for the same in their business to contact their distributor for a demo, more information or to add one to their fleet." ■

New features improve cycle time

... continued

The WA475-10 has 18% greater horsepower but achieves increased fuel efficiency with its Komatsu hydraulic mechanical transmission. Contributing to better economy and productivity is the independent work equipment control that simplifies operation by separating the accelerator pedal from the speed of the work equipment.

To further boost productivity, the boom lift force was bolstered by 20% and breakout force increased by 8%. A new bucket design improves pile penetration and better retains material in load-and-carry applications.

"Additional conversations with equipment users also led to an improved operating environment that includes an updated cab with floor-to-ceiling glass, ergonomically designed switch layouts and a fully adjustable five-axis console for enhanced operator comfort," noted Bruce Boebel, Komatsu Senior Product Manager.

The WA800-8 wheel loader also has a new bucket shape that incorporates an increased radius and floor inclination to make it easier to fill and retain material. The spill guard

was adjusted to give operators improved visibility to the pile, and sweeper wings on either side protect the front tires. In larger quarry, aggregate and mining applications, the 254,700-pound machine is an ideal match for 60- to 100-ton trucks.

The loader features new, key automatic and semi-automatic systems that assist operators and contribute to productivity and efficiency. The three features can be used together or separately to automate the work phases when V-cycle loading, one of which is automatic dig to optimize bucket load. This actuates the bucket and lifting operations by sensing the pressure applied to the work equipment.

A semi-automatic approach raises the boom automatically when reversing out of the pile. The lift arms elevate until reaching the upper setting of the boom positioner, allowing the operator to focus on the travel path of the loader.

Semi-automatic dump raises the lift arms automatically and dumps the bucket with the push of a button. After dumping, it levels the bucket and returns the lift arms to the lower boom positioner setting; however, the lift arms will not lower until the bucket has cleared the truck.

"We also responded to customer requests by introducing a modulation clutch for optimal tractive effort and throttle lock that improves cycle times by maintaining high work-equipment performance and saving fuel with auto deceleration," said Komatsu Product Marketing Manager Robert Hussey.

Komatsu incorporated next-generation technology with considerable benefits to make its new WA475-10 wheel loader an ideal fit for quarry, waste, infrastructure, forestry and nonresidential applications. It's 30% more fuel efficient, has 18% greater horsepower, 20% more boom lift force and a breakout force increase of 8% compared to its predecessor model.



New pipelayer designed for exceptional stability

Komatsu worked closely with pipeline companies to develop its new D155CX-8 pipelayer that has an oval design nine-roller track with 12 feet, 10 inches of track on ground for stability. It also features 32-inch track shoes.

Heavy final drive components are close to the ground, which lowers the center of gravity. The rollers are fixed suspension and don't oscillate like a dozer for greater ground contact.

With a 170,000-pound lift capacity, the D155CX-8 can handle up to 36-inch steel pipe. It has a K170 pipelayer package with a standard 24-foot boom length. An optional 28-foot boom is available.

"It's essential that we get feedback from the contractors who will ultimately use a pipelayer like our new D155CX-8," said Chuck Murawski, Product Manager, Dozers. "One item they recommended was a larger steering motor, so we incorporated one into the machine to give it better displacement and more torque." ■

The new D155CX-8 pipelayer has an oval design nine-roller track that features 12 feet, 10 inches of track on ground for stability. With a 170,000-pound lift capacity, the D155CX-8 can handle up to 36-inch steel pipe. It offers a K170 pipelayer package with a standard 24-foot boom length.





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Brian (left) and Thomas Cronin / Prosperity Construction / Jackson, MS

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New iMC 2.0 excavator delivers greater accuracy, comfort and versatility for increased productivity

What if you could dig basements, footings or utility trenches without worrying about overexcavating? How about using the same machine to accurately excavate slopes and finish grade ponds with limited movement? What if you could do it all with little or no need for a finish dozer, stakes or surveying?

According to Komatsu Senior Product Manager Andrew Earing, Komatsu's new intelligent Machine Control (iMC) 2.0 PC210LCi-11 excavator with integrated GPS lets you do all of those tasks and more. Earing noted that testing showed the latest-generation machine improves production by up to 33% and efficiency as much as 63% compared to conventional excavation and grading methods.

"The new iMC 2.0 PC210LCi-11 has added additional satellite systems improving satellite coverage and ability to work in more challenging areas such as near woods or on urban job sites," said Earing.

Bucket angle hold, new monitor

With iMC 2.0 comes bucket angle hold. When activated, it automatically holds the bucket to the design surface during arm-in operation.

"It's less fatiguing for operators, which makes them more productive throughout a shift," said Earing. "It also produces a better finish-grade surface, so there are multiple benefits."

Additional new features include a smaller, slimmer 10.4-inch monitor with more memory and faster processing speed. It has pinch-to-zoom and swipe functionality similar to a smartphone or tablet.

"Customers told us they wanted a more streamlined monitor," said Earing. "This is intuitive and easier to use, so there's decreased downtime navigating through it and more time producing."

Options up versatility

Earing added that users can boost efficiency further with optional features such as automatic tilt bucket control. Using an add-on inertial measuring unit, it allows machine control to manage the angle movement of a tilt bucket to dig and grade surfaces that are not perpendicular to the machine. Users provide their choice of bucket.

Continued . . .



Andrew Earing,
Komatsu Senior
Product Manager

A new feature of the latest-generation PC210LCi-11 intelligent Machine Control 2.0 excavator includes bucket angle hold. When activated, it automatically holds the bucket to the design surface during arm-in operation. "It's less fatiguing for operators, which makes them more productive throughout a shift," said Komatsu Senior Product Manager Andrew Earing. "It also produces a better finish-grade surface, so there are multiple benefits."



'Useful on projects with varying contours'

... continued

"While excavating a deep trench, you can slope the sides back without moving the excavator," explained Earing. "It's also useful on projects with varying contours, such as swales and ponds. Operators can sit in a fixed position and shape those transitions. Less movement saves time and wear and tear on the machine and the operator. We believe most contractors will want to take advantage of this.

"Another feature is optional pressure and flow control for plus-one piping," he continued. "This lets you fine-tune hydraulic pressure and flow on attachments such as hammers, vibratory compactors, processors and more for improved control and versatility."

Semi-automatic functions

The iMC 2.0 PC210LCi-11 maintains the main functions of the first-generation iMC excavators, including the ability to switch from manual to semi-automatic modes.

Among a host of standout features is an exclusive control function that goes beyond simple guidance to semi-automatically limit overexcavation and trace a target surface. Once the target elevation is reached, no matter

how hard an operator tries to move the joystick to lower the boom, the excavator won't allow it. This reduces wasted time and the need for expensive fill materials.

Productivity and efficiency features include:

- In semi-automatic mode the boom adjusts the bucket height to trace the target surface and minimizes the chance of digging too deep.
- Auto stop control halts the working equipment when the bucket edge reaches the design surface to reduce design surface damage.
- Minimum distance control regulates the bucket by automatically selecting the point on the bucket closest to the target surface.
- The facing angle compass shows the operator the facing angle in relation to the target surface, allowing the bucket edge to be accurately positioned square to the target surface.

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

The new intelligent Machine Control (iMC) 2.0 PC210LCi-11 maintains the semi-automatic features of the first-generation iMC excavators, including auto stop control, minimum distance control and a facing angle compass to limit overexcavation.



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Modern Machinery expands partnerships with Dynapac, Astec Industries

Modern Machinery strengthened its relationships with both Dynapac and Astec Industries with the expansion of territory for the former and taking on new product lines for the latter.

Modern Machinery has added northern Wyoming, Washington and Oregon to the states of Montana and Idaho, where it already carried the Dynapac line. That makes Modern Machinery one of the largest Dynapac dealers in North America.

“The Dynapac line has a long and established history in our territory, and is well-respected and appreciated by our customer base,” stated President Jeff Schwarz. “I’m very excited that we represent the product, and I know with the amazing support of the Modern Machinery team that it will be a tremendous success.”

The strengthened partnership creates access to new, used and rental equipment, along with an exceptional commitment to product support for customers in those states where Modern Machinery did not previously carry Dynapac compaction and paving machinery.

“We are very excited to expand our partnership with Modern Machinery,” said Jamie Roush, Dynapac North America Vice President. “They are well-respected in the market and a perfect fit for Dynapac. This partnership will enable us to strengthen our brand presence and customer support even further in this region.”

Roadtec, Peterson brands added

Modern Machinery’s relationship with Astec Industries dates back 30-plus years, and includes being a dealer for KPI-JCI and Astec crushing and screening equipment. Modern now carries additional brands, including the Roadtec and Peterson Corp. product lines.

Roadtec is well-known in the roadbuilding industry for its line of asphalt pavers and screeds, as well as material transfer vehicles, cold planers, brooms, cold-in-place-recyclers and stabilizers/reclaimers. Peterson products include grinders, chippers, flails, blower trucks, conveyors and terra select screens.

“Modern has always strived to meet our customers’ rock-to-road needs,” said Schwarz. “Our newly expanded partnership with

Astec Industries provides us with the products necessary to achieve that.”

“I’m excited about expanding this relationship and about Modern representing the Roadtec and Peterson lines in the Pacific Northwest,” said Tim Averkamp, President – Astec Industries Construction Machinery Solutions. “Modern has extensive expertise and is known for its excellent product support. We look forward to building off of our past and working together to deliver even greater value to customers.” ■



Roadtec is one of two new Astec Industries companies that Modern Machinery now carries. It also took on the Peterson Corp. line of products.

Modern Machinery has added northern Wyoming, Washington and Oregon to the states of Montana and Idaho, where it already carried the Dynapac line. That makes Modern Machinery one of the largest Dynapac dealers in North America.



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New solution saves time, expense by delivering design changes directly to machines, eliminating travel to job sites

If you manage construction projects, you know design changes come with the territory. You also realize that delays in updating plans could adversely affect production and your profits.

“It’s critical to communicate new information as quickly as possible,” stated Bryce Satterly, Komatsu Smart Construction Solutions Manager. “Technology is making that virtually instantaneous. Our Smart Construction Remote solution is a good example. It allows users to send design data to machines in the field and remotely support operators without traveling to the job site, reducing costly downtime.”

Managers can log into target machines, pinpoint their location, view the machines’ monitors and upload or download files at anytime from anywhere, according to Satterly. He added that updates can be transferred to multiple machines with one click.

Smart Construction Remote’s software is compatible with Komatsu intelligent Machine

Control dozers and excavators as well as with select aftermarket grade control systems. It’s one of several Smart Construction solutions created to help you more efficiently plan, schedule, manage, streamline costs and optimize processes remotely.

Distant troubleshooting capabilities

In addition to project design file updates, Smart Construction Remote provides distanced troubleshooting capabilities. Offsite personnel can view what operators are seeing in the field, and even operate the machine control monitor, through their connected devices.

“The operator, survey manager and others can communicate remotely in real time, and resolve issues faster,” said Satterly.

“Not having to make that trip to either update a machine or troubleshoot it saves time and reduces fuel costs and emissions associated with driving to the site. Those are added benefits.” ■



Bryce Satterly,
Komatsu Smart
Construction
Solutions Manager



Smart Construction Remote lets you log into target machines, pinpoint their location, view the machines’ monitors and upload or download files at anytime from anywhere. Smart Construction Remote also provides distanced troubleshooting capabilities.

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New conversations lead to additional improvements in XT-5 Series of tracked feller bunchers

Customer feedback led to increased power and lift capacity in the XT-5 Series of tracked feller bunchers first introduced in 2018. In-the-field conversations over the past two years have resulted in new updates, including performance and operator improvements.

“Working with, listening to and responding to customers is the cornerstone of our product development process. So, when they said that our XT-5 machines would be even better with a boost in power, multi-functioning performance and visibility, we got to work,” said Todd Miyake, Vice President, Forest Division, Komatsu.

Komatsu XT-5 machines have excellent travel speed that enables customers to travel and operate the swing, arm and tool simultaneously for maximum usability. Operator feedback led to a further boost in multifunctioning performance with 7% greater horsepower – 331 hp versus 310 hp when the series launched – and increased hydraulic flow, while maintaining fuel efficiency.

Features added

Komatsu introduced the XT-5 Series machines with upgrades compared to previous models, including:

- Increased power and torque – even while using up to 5% less fuel
- Greater lift capacities and the ability of the XT465L-5 to readily operate the Quadco 24-inch-cutting-capacity disc saw head
- Repositioned the modern forestry cab to the left side for exceptional visibility and comfort
- Komtrax remote equipment monitoring and telematics system
- Outstanding serviceability with all points easily accessible and gull-wing hood engine access

Komatsu Care included

The new warranty coverage is in addition to the standard complimentary Komatsu Care, which includes routine scheduled maintenance for the first 2,000 hours or three years. All services are performed using genuine Komatsu filters and fluids. ■



Todd Miyake,
Vice President,
Forest Division,
Komatsu



Komatsu's XT-5 Series track feller bunchers now feature more horsepower and other upgrades. Customer feedback drove the updates to the XT430-5, XT445L-5 and XT465L-5 models.



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Tracey Drechsel says new structure delivers better service as regional teams work together to be your one point of contact

QUESTION: Komatsu has made some structural changes with personnel taking on new roles, including those of regional business directors. What's the customer benefit?

ANSWER: As always, our focus is on helping customers find solutions by utilizing our dealer network, products, technology and, most importantly, our people who care at all levels. Speed to market and technical resolution is something we really focused on improving with this new structure. We empowered our people to make more decisions in the field to improve our response times to customers and distributors.

With this new concept, all business units within a region – parts, sales, finance, warranty, etc. – are now part of the same channel, whereas before it was more individualized. We've created small, focused regional teams with diverse skills to address the entire life cycle of customer needs. We are packaging our solutions as "Komatsu" and are aligned to act in the best interest of the customer.

QUESTION: How are members of each regional team working together?

ANSWER: Internally, we are leveraging each other's skill sets in more proactive ways to add value to our individual knowledge base as well as to our customer interactions. In the past, our collaboration had a tendency to be more reactive.

Now, we're meeting and talking on a consistent basis about what's happening within our region. Individuals and groups can bounce ideas off of each other; and we can discuss best practices in customer satisfaction as we share success stories and customer feedback.

Ultimately, it's a great opportunity to better serve our markets and moves us toward our goal of creating one point of contact that our customer value chain can trust and rely on.

Continued . . .



Tracey Drechsel,
Komatsu Business Director,
East Region

This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries – and their visions for the future.

Tracey Drechsel's career with Komatsu began right out of college. The 1998 Austin Peay State University graduate started with Komatsu Financial and held various roles in operations, sales and marketing. She spent six years as the Finance Sales Manager, working at Komatsu's Newberry, S.C., plant before returning to the Chicago area. Along the way, she earned a master's degree from North Central College.

"As a kid, I never thought construction equipment would be my life. I wanted to be a marine biologist and swim with dolphins," shared Drechsel. "The gig with Flipper didn't work out, so here I am helping people dig holes and push dirt.

"The best part of the industry, and personally, the most rewarding, is the human interaction," she added. "I get to meet people from different backgrounds and find ways to make a difference in their lives. I have been very fortunate to wake up every day for 22 years and enjoy who I work for and who I work with; and I don't take that for granted."

In 2017, Drechsel was promoted to Director/Sales Marketing for the North Region of Komatsu's construction equipment division. In late 2020, she was named Business Director, East Region, which includes states from Michigan to Maine and down to Florida.

A two-sport athlete in college, basketball and softball, she enjoys staying active today. Drechsel likes to run, workout, boat, walk her dogs and travel. She also may be the only person in Chicago who cheers for both the Cubs and White Sox and dislikes deep-dish pizza.

Pandemic advances use of digital solutions

... continued



The use of Smart Construction solutions and My Komatsu for fleet management increased during the past year. "COVID-19 accelerated the acknowledgment and need for digital solutions in our industry," said Tracey Drechsel, Komatsu Business Director, East Region. "The pandemic provided a real-life example of the role technologies, such as online meetings and Smart Construction (the digital transformation of the job site), can play in keeping customers' businesses and projects on track."

QUESTION: Last year was certainly different from many perspectives. How did events affect the construction markets and what do you see looking forward?

ANSWER: COVID-19 accelerated the acknowledgment and need for digital solutions in our industry. The pandemic provided a real-life example of the role technologies, such as online meetings and Smart Construction (the digital transformation of the job site), can play in keeping customers' businesses and projects on track. Those customers who were hesitant or skeptical about adopting GPS systems, intelligent machines and Smart Construction technology, now see the value in investing in those solutions.

Many are also utilizing our fleet management site, My Komatsu, more often. It enables them to remotely track production, idle time, fuel usage and other data with a tablet, smartphone or desktop computer. It allows them to reference manuals for their fleet, find the needed parts and purchase them quickly and easily. Again, it's actionable information they get without the need to be present at the job site. The complimentary service can save time and improve practices. ■

Komatsu's focus is on helping customers find solutions by utilizing its dealer network, products, technology and, most importantly, its people who care at all levels said Tracey Drechsel, Komatsu Business Director, East Region.



Lamont Cantrell retires from Modern Machinery, leaving behind a legacy in the heavy equipment industry

Lamont Cantrell officially retired from Modern Machinery in December 2020, ending a 40-plus-year career in the heavy equipment industry. He got his start in the late 1970s when he took his first job with Komatsu America.

Cantrell often joked that he may have been the longest-tenured, consecutive Komatsu-affiliated person in the country. Early in his career, he led the team responsible for introducing Komatsu excavators to the U.S. market. He later worked for two other distributors before joining Modern Machinery in 2003 as Vice President of Sales and Marketing.

“The company was growing, and the president at the time, Brian Sheridan, asked me to become part of the leadership team,” Cantrell recalled. “It was a great opportunity. My role changed over time, switching from focusing on developing sales and marketing, to management for all aspects of Modern.”

He had planned to retire in early 2020, but postponed it when he was named President.

Throughout his career in the heavy-equipment industry, Cantrell watched several trends come and go; however, he said that some things, like building relationships, never go out of style.

“At the end of the day, relationships matter. Trust and communication are key; treating people with respect and dignity will never

change,” he emphasized. “To run a good distributorship, you must take care of your customers. The fundamentals, what in some sports we call blocking and tackling, remain. You need trained technicians, parts on hand and the willingness to invest in tooling and in service trucks. The great companies excel at product support as well as supply and logistics management.”

Led company expansion

Modern Machinery expanded significantly during Cantrell’s tenure with the addition of several lines such as SENNEBOGEN and Dynapac. The strategic acquisitions of Madill, Agg Recon and SPOMAC also fueled the company’s growth.

“Our goal was to create a full lineup to serve customers in quarry, sand and gravel, infrastructure, recycling, forestry, highway, construction and more,” said Cantrell. “I believe we achieved that, and Modern became a leader in the Northwest equipment market because of it.”

“Modern was fortunate to have Lamont’s leadership, energy and passion for nearly two decades,” praised Larry Simkins, Director of the Washington Companies, Modern Machinery’s parent company. “Our growth during that time is a testament to his commitment to Modern. We wish him the best in retirement; he certainly deserves it.” ■



Lamont Cantrell

Komatsu rebrands some mining products

Komatsu announced plans to rebrand its underground hard rock equipment, surface wheel loaders and new line of blasthole drills to reflect the company’s united focus on growth in these areas. The first product, the Komatsu ZT44 track drill, made its debut at CONEXPO 2020.

The company will retain its P&H and Joy brands for the products longest associated with those names: P&H rope shovels, hybrid shovels, draglines and the 320XPC blasthole

drill; Joy for longwall systems and room and pillar equipment.

“Building on the growth of our mining portfolio, we’re excited to unite more products under the Komatsu brand, while respecting the history and value of the P&H and Joy brands,” said Jeffrey Dawes, President and CEO of Komatsu Mining. “As we commemorate Komatsu’s 100th anniversary in 2021, it’s a great moment to expand the brand in mining and celebrate the growth of these product lines.” ■

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Used Equipment Priced to Sell

(Prices subject to change without notice)

Manufacturer/Model	Description	Serial No.	Year	Hours	Price
Crawler Dozers					
KOMATSU D155AX-8	U-BLADE, MS RIPPER	100206	2018	1,657	POR
KOMATSU D85PX-18	S-BLADE, MS RIPPER	22110	2016	3,112	\$285,000
KOMATSU D65PX-18	STRAIGHT BLADE	90622	2017	2,497	\$235,000
KOMATSU D65PXI-18	PAT BLADE, 915 SYSTEM	90480	2016	3,052	\$305,000
KOMATSU D65PX-17	PAT BLADE	1001	2014	4,663	\$135,000
KOMATSU D61PXI-24	PAT BLADE, 915 SYSTEM	B60305	2017	2,390	\$265,000
KOMATSU D61PX-24	PAT BLADE, MSR	B60395	2018	2,471	\$266,500
KOMATSU D51PXI-24	PAT BLADE, MSR, 915 SYSTEM	10896	2020	472	POR
KOMATSU D39EX-23	PAT BLADE, MSR	90748	2015	2,748	\$100,000
DEERE 750K		289857	2016	4,053	POR
Wheel Loaders					
KOMATSU WA900-3E0	17YD BUCKET	80119	2018	5,820	\$1,275,000
KOMATSU WA600-8	9.5 YD BUCKET, BRAKE COOLING	60303	2018	780	\$495,000
KOMATSU WA500-8	8YD BUCKET, AJSS	A96647	2019	3,190	POR
KOMATSU WA500-6	7.3YD BUCKET, ECSS, STICK STEER	55023	2006	27,489	\$80,000
KOMATSU WA500-6	7.3YD BUCKET, SCALE, AUTO LUBE	A92088	2007	25,508	\$42,500
KOMATSU WA380-8	QC	A75262	2020	1,120	POR
KOMATSU WA320-8	QC	85961	2019	1,601	POR
KOMATSU WA270-8	QC	A28449	2019	1,165	\$155,000
Compaction					
HAMM H71	66" SINGLE DRUM	H2221961	2018	534	POR
HAMM HD14IVT	54" COMBO ASPHALT ROLLER	H2310211	2017	861	\$44,000
HAMM HD14VO	54" ASPHALT ROLLER	H2310599	2019	2,905	POR
HAMM HD13VO	51" ASPHALT ROLLER, OZZI	H2310049	2016	2,375	\$27,500
DYNAPAC CA3500D	84" SINGLE DRUM, A/C, PADSHELL KIT	10000168CLA025788	2020	178	POR
DYNAPAC CA3500PD	84" SINGLE DRUM PAD FOOT	A023682	2019	100	POR
DYNAPAC CC1300	51" COMBO ASPHALT ROLLER	10000374ALA026747	2021	110	POR
DYNAPAC CA1500D	66" SINGLE DRUM	10000160LLA030284	2021	28	POR
DYNAPAC CC1200VI	47" ASPHALT ROLLER	10000397CLA026333	2021	24	POR
Motor Graders					
KOMATSU GD655-7	14' BLADE, MSR	65051	2020	266	POR
DEERE 872GP	ALL WHEEL DRIVE, MSR	630703	2010	5,033	\$130,000
Off-Road Trucks					
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10965	2018	2,783	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10966	2018	3,646	\$430,000
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10865	2018	3,799	\$415,000
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10900	2018	6,243	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10899	2018	6,680	\$285,000
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10529	2017	4,156	\$295,000
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10806	2019	3,448	\$280,000
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10019	2015	3,357	\$250,000
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10689	2018	2,578	POR

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Hydraulic Excavators					
KOMATSU PC650LC-11	14' ARM, COUNTERWEIGHT REMOVAL SYST.	65221	2013	3,481	\$400,000
KOMATSU PC490LC-11	13' ARM, QC, VGTF	A41218	2017	3,407	\$385,000
KOMATSU PC490LC-11	13' ARM, QC, 3RD MEMBER HYDS	85017	2015	3,855	\$342,500
KOMATSU PC360LCI-11	13" ARM, QC, UHF	A38051	2018	2,223	POR
KOMATSU PC360LC-11	13' ARM, QC, THUMB, 3RD MEMBER HYDS	90329	2017	2,324	\$380,000
KOMATSU PC360LC-11	13' ARM, QC	90262	2017	2,392	\$290,000
KOMATSU PC360LC-11	13' ARM, QC, THUMB	A35280	2016	3,417	\$290,000
KOMATSU PC360LC-11	13' ARM, QC, THUMB, 48" BUCKET	90374	2017	2,461	\$290,000
KOMATSU PC360LC-10	10' 6" ARM, QC, THUMB	A33554	2014	4,097	\$165,000
KOMATSU PC290LC-11	10' 6" ARM, QC, THUMB	A27901	2018	1,774	\$255,000
KOMATSU PC240LC-11	10' ARM, QC, BUCKET, THUMB	95196	2017	6,875	\$140,000
KOMATSU PC238USLC-11	9'6" ARM, QC, +1-HYDS, THUMB	6006	2019	1,236	POR
KOMATSU PC210LCI-10	QC, UHF SYSTEM	452946	2016	4,369	\$140,000
KOMATSU PC210LC-11	9' 7" ARM, QC, + 1- HYDS, THUMB,	C80341	2018	1,301	\$214,000
KOMATSU PC138USLC-11	8' ARM, QC, THUMB, BLADE	51062	2018	2,057	\$160,000
Aggregate Equipment					
JCI K300+	TRANSCO RR DISCHARGE PLANT	C171328	2017	1,078	POR
JCI K300/6203	JCI KODIAK CLOSE CIRCUIT PLANT	P192023	2020	525	POR
PIONEER 2650	JAW PLANT, 5020VGF REVERSE	PC265041018	2018	N/A	\$420,000
PIONEER FT2650	PIONEER TRACK MOUNT JAW	419345	2020	331	POR
PIONEER GT125	PIONEER TRACK MOUNT JAW	419355	2020	104	POR
KPI-JCI FT200CC	JCI TRACK MOUNT CONE CRUSHER	T181180	2018	1,102	POR
KPI-JCI FT4250CC	TRACK MOUNT HORIZONTAL IMPACTOR	417969	2018	1,776	POR
KPI-JCI FT4250CC	TRACK MOUNT HORIZONTAL IMPACTOR	419309	2020	256	POR
KPI-JCI GT440	TRACK MOUNT HORIZONTAL IMPACTOR	417939	2018	746	POR
KPI-JCI 6203-32	PORTABLE SCREEN PLANT	S15SPT0117	2015	N/A	\$231,000
FAB TEC 7203-38	PORTABLE SCREEN PLANT	S15SPT0110	2014	N/A	\$225,000
TRANSCO 7'X20'	PORTABLE SCREEN PLANT	J5348	2018	N/A	POR
JCI GT165	AMS TRACK MOUNT SCREEN PLANT	204822	2020	355	POR
JCI GT205S	AMS TRACK MOUNT SCREEN PLANT	184613	2018	1,025	POR
KPI 36"X100'	KPI SELF CONTAINED RADIAL STACKER	416295	2017	1,100	POR
KPI 36"X100'	KPI END FOLD RADIAL STACKER	419269	2020	336	POR
KPI 36"X150'	SUPER STACKING CONVEYOR, 4WD	419375	2020	2	POR
FAB TEC 42"X50'	CONVEYOR, W/ IMPACT BED	N/A	2017	N/A	POR
Forestry Equipment					
KOMATSU XT465L-5	BUNCHER, 24B/360 DEGREE	A90013	2020	400	\$564,000
TIMBCO T475D	BUNCHER, HOTSAW	CW4C2061061102	2002	10,000	POR
MADILL T2250C	MADILL BUNCHER, 24/360 HOTSAW	T2250C241	2014	8,400	\$205,000
KOMATSU PC290LL-11	PROCESSOR BOOM, 398 HEAD	A29506	2019	732	\$450,000
TIMBERPRO TL775D	BUNCHER, 27B/360 DEGREE	TL775D0727013020	2020	373	POR
TIMBERPRO TL775D	SHOVEL LOGGER, TC60 GRAPPLE	TL775D0771081220	2020	198	POR
Miscellaneous					
ATLAS COPCO QAS95	ATLAS COPCO SKID MOUNTED GEN SET	HOP103348	2018	N/A	POR
ATLAS COPCO ROC D3-01	DRILL	AVO11A1522	2011	5,068	\$132,500
ATLAS COPCO ROCT45-10	DRILL, 3'5-5"	G18SED0141	2018	2,525	POR
ROADTEC RX600E-3	86" MILLING MACHINE	4039	2016	2,192	\$285,000

re available for some Models.
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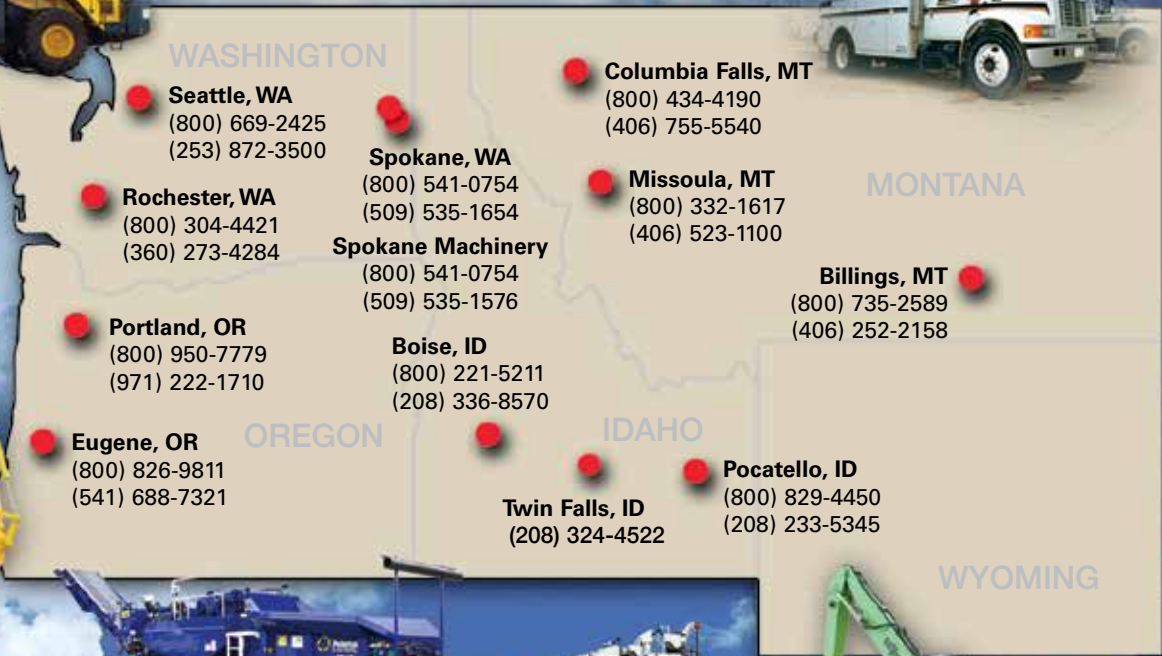
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