



Connection

A publication for and about Kirby-Smith Machinery, Inc. customers
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JD KING CORPORATION

See how this West Texas contractor shifts focus,
bringing a more balanced approach to his business



Chad King,
Owner/CEO



MESSAGE FROM THE PRESIDENT



Ed Kirby

Dear Valued Customer:

This year marks the five-year anniversary of Komatsu's *intelligent* Machine Control debut. The first-of-its-kind technology set the bar for integrated GPS dozing, and Komatsu has since delivered a second generation of its original D61i dozers. It has also added several other models, offering customers a broad range of products.

On the cover, JD King Corporation utilizes the Komatsu D51EXi, D65EXi and D155AXi *intelligent* Machine Control dozers in its fleet to help expand the civil construction side of the business. They embraced this technology and now can complete jobs faster and more accurately; which, in turn, improves their competitiveness.

Operators can do the same with Komatsu's *intelligent* Machine Control excavators. Four models are part of the family, including the second-generation PC210LCi-11. All are excellent for digging trenches and basements, building ponds, handling mass excavation work and a host of other applications.

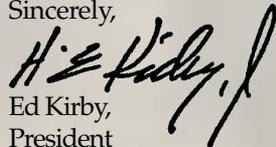
We are proud to represent such an innovative manufacturer. Komatsu's technology is at the forefront of the construction industry, and they are committed to staying ahead of the competition. That's why Komatsu is not content to rest on its laurels. The organization is always looking for new ways to give customers increased value.

Superior support is one way Komatsu does that. When the company rolled out its Tier 4 machines, it also established Komatsu CARE. This program provides complimentary scheduled service for the first three years or 2,000 hours, with highly skilled distributor technicians performing all of the work. Recently, Komatsu celebrated the 100,000th service completed under this unique plan. See more about that milestone inside.

Komatsu CARE is available on both *intelligent* Machine Control and standard equipment, such as the recently introduced WA480-8 wheel loader. Several great features stand out, including a new bucket design that boosts productivity by nearly 7 percent.

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

Sincerely,



Ed Kirby,
President

KIRBY-SMITH MACHINERY, INC.



Connection

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JD KING CORPORATION

West Texas contractor shifts focus, bringing a more balanced approach to his business

Approximately five years ago, Chad King took stock of his business and decided to make a dramatic shift. At the time, he was mainly focused on pipeline projects for oil and gas customers with a little civil site work mixed in to round out JD King Corporation's resume.



▶ VIDEO
Chad King,
Owner/CEO

Five years ago, the company developed close to 150 home sites annually. Last year, the total reached almost 4,000.

"We show up when the trees are still standing, and when we leave, the customer is ready to build houses," King noted. "We take care of mass excavation, subgrade prep, curb and gutter installation and asphalt paving, as well as some minor utility installation."

JD King Corporation's Pipeline Division continues to perform new installations, replacement and rehabilitation of pipe, trenching and directional boring, custom fabrication, hydrostatic testing, cathodic protection, hot tapping and plugging. Additionally, it constructs compressor and pump stations, meter and regulator sites, gas-treatment facilities, large turbines and tank farms.

"From the beginning, the Heavy Site and Civil Division handled earthwork for oil and gas customers, such as building frac pits and well pads, and it still does some of that," said King. "However, with the shift in emphasis, that side has gone from approximately

60 employees five years ago to nearly 150, and we're running upward of 20 jobs at any one time, the majority of which are now residential and commercial in nature."

Embracing technology

A burgeoning housing market factored into King's decision to steer his firm more toward site work outside of the oil and gas arena. He said another reason was advances in construction technology, including GPS grading systems.

"They allow us to complete jobs faster and more accurately, which, in turn, improves our competitiveness," said King. "Technology in the construction industry has grown by leaps and bounds during the past few years, and we have fully embraced it because of the time and cost savings. GPS grading has virtually eliminated staking, and it has actually gained us access to more employees. There are a lot more video-game players today than there are sledgehammer swingers, and the technology appeals to the video gamers."

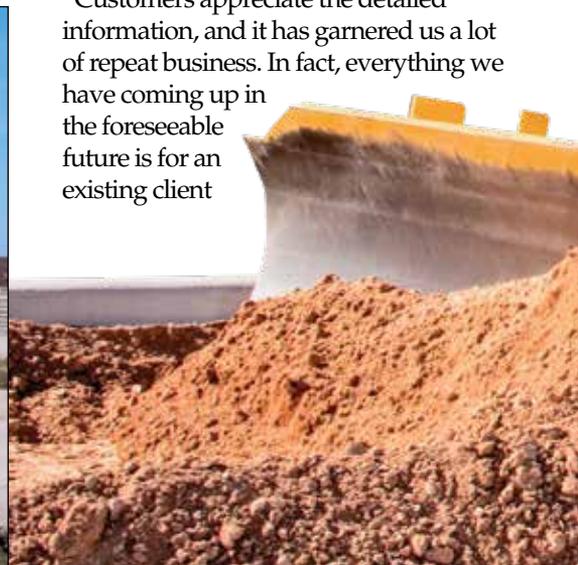
King uses technology to build GPS models, as well as track production more accurately. He generates reports that are shared with customers during weekly progress meetings.

"We show before and after comparisons, existing contours and more," King said. "Customers appreciate the detailed information, and it has garnered us a lot of repeat business. In fact, everything we have coming up in the foreseeable future is for an existing client

"Oil and gas services accounted for roughly 95 percent of our total projects," said King, who is Owner and CEO of the firm as well as its sister company, Royal Rental Supply (RRS). "I thought we were missing a golden opportunity when it came to site work outside of the oil and gas market. I ramped up that area, and we have been growing it nearly 30 percent each year. Now, we have a more even split between our Pipeline and Heavy Site and Civil Divisions."

Similar to the Pipeline Division, JD King Corporation's civil construction entity offers a comprehensive list of services that includes everything from clearing to finish grading. A large percentage of the work is now concentrated on new housing subdivisions within a 400-mile radius of the firm's headquarters in Seminole, Texas.

JD King Corporation recently added this Komatsu D155AXi intelligent Machine Control dozer to its fleet.



who wants us to do more projects. The housing market has been very good. We're booked solid through the rest of this year."

'Wow' moments with Komatsu intelligent Machine Control

At the forefront of JD King Corporation's technological revolution is equipment from Kirby-Smith Machinery, including Komatsu *intelligent Machine Control* D51EXi dozers with a factory-installed, fully integrated machine-control system that works from rough-cut to finish grade. JD King starting using the dozers three years ago when Kirby-Smith Machinery Territory Manager Brent Snapp contacted King to schedule a demonstration.

"We had tried a Komatsu *intelligent Machine Control* dozer previously, and it did not go well, mainly because we were using another GPS system and the communication didn't work," said King.

"When Brent called, I was reluctant to try it again, but he assured me that we would not have the same concerns this time around."

King agreed to the demonstration, and he and his crew along with Snapp set up a side-by-side comparison of a D51EXi to a competitive dozer of the same class size equipped with an aftermarket GPS system.

"We put the machines on a hillside cut and ran them for close to three hours," King recalled. "Then, we switched the operators and ran the dozers again for another three hours. The D51EXi was about 30 percent more productive. It was a real eye-opener. I thought, 'This is one instance. What if we applied this to the entire fleet?'"

JD King Corporation is working on making that happen. The company has since brought on additional units,

including a D65EXi and a D155AXi. "The accuracy is always spot-on with the *intelligent Machine Control* dozers," said King. "Overcutting is a thing of the past. They carry the optimal blade load, and there is little to no track slippage. The fact that you don't need to install and remove masts and cables at the beginning and end of every day makes the dozers safer and increases production time.

"I also like that the dozers alert you in situations where you can increase efficiency," he added. "On one site recently, I was doing some heavy cutting with the D65EXi, so I had it in the Cut & Carry mode. Then, I moved to another area where I was basically just dressing things up. The machine told me to switch to Economy mode to save fuel. The difference was definitely noticeable. It was another 'wow' moment."

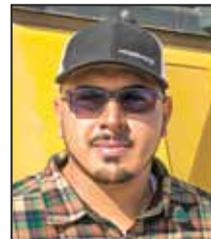
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Operators Manuel Ronelas (top right) and Adrian Perez operate JD King Corporation's *intelligent Machine Control* dozers, such as this D51EXi used on a subdivision site to prep subgrade. "They are a lot faster and more accurate than other dozers we have run with aftermarket systems," said Ronelas. Perez added, "The visibility is good, and they are easy to set up. I like that we don't have to take the masts and cables down and put them up every day."



▶ VIDEO

'Kirby-Smith carries everything we are looking for'

... continued

Kirby-Smith offers it all

JD King Corporation and RRS count on Snapp and Kirby-Smith Machinery for additional technology and equipment. RRS recently purchased a Komatsu GD655 motor grader with a Topcon aftermarket system. JD King Corporation also acquired a Wirtgen SP 15 slipform paver for curb and gutter pours.

"At some juncture, we will have the SP 15 set up for stringless paving, and we're looking at a Vögele paver with GPS and joint-matching technology," said King. "We're also considering smart compaction. Fortunately, Kirby-Smith carries everything we are looking for."

Kirby-Smith Machinery and JD King Corporation's relationship dates back to

when King started the business in 2010. He has owned and rented several pieces of Komatsu equipment during that time, including standard dozers, wheel loaders and articulated trucks as well as NPK hammers, Hamm rollers and JLG aerial lifts.

"Everyone at Kirby-Smith is excellent to work with," said King. "I can say with certainty that we would not be where we are today without them. They took a chance on me when others would not, and I appreciate that."

Proven good move

King has his eyes on the next step in the company's evolution, which is expanding its Heavy Site and Civil Division's services to include more utility installation.

"We certainly have the knowledge and capability," said King. "Our aim is to bring over some of our pipeline group during the next couple of years. That will further allow us to control scheduling. This more balanced approach increases our ability to better weather the ups and downs of the markets. It's a move that has been really good for us." ■



Kirby-Smith Machinery Territory Manager Brent Snapp (left) calls on JD King Corporation Owner/CEO Chad King. "Everyone at Kirby-Smith is excellent to work with," said King. "I can say with certainty that we would not be where we are today without them. They took a chance on me when others would not, and I appreciate that."

A JD King Corporation operator blades subgrade on a subdivision site using a Komatsu GD655 owned by sister company Royal Rental Supply.

▶ VIDEO





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SOUTHERN TRANSPORT & EQUIPMENT, LLC

New entity serves oil and gas, commercial clients

Justin Lott had his sights set on becoming a firefighter. He completed fire school and was set to take EMT training, a requirement to become a fireman in Texas.

“The summer after I graduated from fire school, I took a job working for an oil field company to make some money,” recalled Lott, who is Co-Owner/Senior Vice President of Southern Transportation & Equipment, LLC. “I quickly realized that oil field work paid much better than what I was projected to make as a firefighter. I was given an opportunity to grow with the business I worked for, so I took it and continued to make my way up the ladder.”

The firm’s schedule was two weeks on, then two weeks off. Lott wasn’t about to sit around during the breaks, so he bought a dozer and started a



▶ VIDEO
Justin Lott,
Co-Owner/Senior
Vice President

land-clearing company on the side, known as Six Bar L. Within a few years, he made the business his full-time job.

“One thing led to another, and I began leveling house pads and cutting in driveways,” said Lott. “Commercial work followed. I was doing complete site prep for filling stations and

truck stops that included everything from clearing to utility installs to mass excavation and fine grading. A couple of years ago, I ventured back into the oil and gas industry, offering well-pad construction.”

Around the same time, Lott and Michael Stilley, a business acquaintance who owned a rig-washing business, had conversations with Jonathan and Thomas Ivy, the founders of Southern Transport, a heavy hauling business,

about joining forces. The four saw the benefits of teaming up, so they formed Southern Transport & Equipment and began operations in January 2017. All are owners in the relatively new venture, with Jonathan Ivy serving as President and the other three as Vice Presidents. The Ivys remain in charge of the transportation side, which runs a wide variety of trucks throughout the contiguous 48 states and can carry loads up to 180,000 pounds.

Full site preparation

At the advent of Southern Transport & Equipment, Lott closed Six Bar L. Now, he and Stilley oversee operations for the new company’s equipment side. Stilley works with customers on contracting as well as building site models. Lott handles field operations, which, in most instances, involve all aspects of excavation services for oil and gas sites as well as new commercial properties. The Texas contractor has offices in Midland, Kilgore and Houston.

“As soon as we determined the new business was going to happen, Michael and I were knocking on doors and making phone calls,” Lott said. “Within three weeks, our first project was on the books. In a year’s time, the excavation side went from being built on dreams and prayers to employing approximately 25 people and running multiple jobs at one time.”

Today, nearly 100 percent of Southern Transport & Equipment’s undertakings are for oil and gas companies in the Permian Basin. Its largest project to date involved a 38-acre site where the company moved close to 250,000 cubic yards of earth.

“We provide packages that include clearing, mass excavation, finish grading

An operator from Southern Transport & Equipment loads a Komatsu HM400 articulated haul truck with a Komatsu PC360LC-11 excavator.

▶ VIDEO





Southern Transport & Equipment relies heavily on Komatsu *intelligent* Machine Control dozers, including this D155AXi-8. “The cost savings are apparent,” said Co-Owner/Senior Vice President Justin Lott. “Fuel usage is down, while production and efficiency are up. We love that there are no masts or cables to install or remove every day. That increases our time spent moving material.”

▶ VIDEO

and balancing sites for new well pads, frac ponds, tank batteries and more,” said Lott. “We pioneer the roads back to them and put down any rock or necessary stabilization materials. When we are finished, the customer is ready to install their piping and other systems.”

On commercial projects, Southern Transportation & Equipment installs piping for utilities as part of a full package of services. A recent contract saw crews complete preparation for a new 10-acre truck stop.

“We put in all the subsurface drainage, including piping and catch basins and built a detention pond,” said Lott. “We also leveled the site to engineered grade. At completion, the next contractor could come in and pour concrete without doing any additional dirt work because the site was put to grade with GPS technology.”

Increased production with *intelligent* Machine Control

Southern Transport & Equipment uses GPS systems from start to finish on

nearly every assignment. Stilley scouts locations with an all-terrain vehicle and a rover to map existing topography. He then loads that information into a CAD file and builds a model for cut/fill and other site-work specifications.

“That process allows us to show customers a very accurate plan that includes proper drainage, and on well sites it gives them the necessary information to determine where to go with piping, well centers and other items,” Lott emphasized. “Staking is minimal, so costs are reduced. We load the models into our Komatsu *intelligent* Machine Control dozers and get to work.”

Southern Transport & Equipment’s initial Komatsu piece was a D155AXi-8 with factory-installed and fully integrated GPS grade control. “Our first machines were competitive models with aftermarket systems, and we were not impressed with how they performed,” said Lott. “We were looking for a dozer that would make aggressive pushes in tough material, and a friend suggested

we look at a standard Komatsu D155. Michael and I swung into Kirby-Smith’s Odessa branch to see what they had available. At the time, we weren’t familiar with Komatsu’s *intelligent* Machine Control equipment.”

Lott and Stilley talked with Territory Manager Kevin Demel, who suggested they demo a 354-horsepower, 90,613-pound D155AXi-8. “The material at the site where we tested it had very course aggregate, and the dozer handled that with ease. The grade control is phenomenal, and the fact that we can use a machine of that size from first pass to last on large-scale projects such as building well pads is incredible. We have since purchased a second.”

Southern Transport & Equipment has also added two D65PXi-18s, a

Continued . . .



Discover more at KirbySmithConnection.com

'The cost savings are apparent'

... continued

D61PXi-24 and a D85PXi-18. "No matter the size of the dozer, the integrated system works flawlessly," reported Lott. "The cost savings are apparent. Fuel usage is down, while production and efficiency are up. We love that there are no masts or cables to install or remove every day. That increases our time spent moving material."

The company has invested in standard Komatsu machinery as well. It uses a WA500 wheel loader to fill trucks at a gravel pit the firm operates near Big Spring, Texas. On some jobs, Southern

Transport & Equipment relies on PC360LC-11 excavators and HM400 articulated haul trucks to move mass amounts of material.

"Once we tried the intelligent dozers, Komatsu became our brand of choice," said Lott. "In addition to being quality equipment, it's backed by exceptional service. We like that Kirby-Smith takes care of scheduled service with Komatsu CARE for the first 2,000 hours or three years. Service is done on-site and when it's convenient for us, so downtime is minimized. Kevin and Kirby-Smith

are excellent to work with from every standpoint. They go above and beyond to take care of us. We are extremely happy that we stopped in and talked to Kevin."

Expansion plans

Southern Transport & Equipment has its goals set beyond the Permian Basin. It's contracted to do site development for some sand pits, one of which is in southern Texas. Lott plans to gradually expand the commercial side of the excavation operations, eventually making its geographic coverage area a large part of Texas, including the San Antonio and Houston metroplexes.

"Houston is closer to my origins, so ideally, we would move that way," shared Lott. "I started my previous business with residential development work, and that's another market we are looking into. We would also like to diversify the commercial side into doing schools, shopping centers and stores, among others."

Whatever the company does, Lott says its main focus will remain on quality and customer satisfaction.

"We're doing a lot of work for repeat customers because they see that we complete their projects on time, on budget and to their satisfaction," he stated. "Bottom line, that's why we have been successful and grown so fast." ■



Southern Transport & Equipment Co-Owner/Senior Vice President Justin Lott (left) meets with Kirby-Smith Machinery Territory Manager Kevin Demel on a jobsite. "Kevin and Kirby-Smith are excellent to work with from every standpoint. They go above and beyond to take care of us. We are extremely happy that we stopped in and talked to Kevin," said Lott.



Operator Ryan Maddox pushes dirt with a Komatsu *intelligent* Machine Control D61PXi-24 dozer. "It's a good finishing machine, and great for laying down rock," said Maddox. "The GPS is awesome; all you have to do is drive. The machine does the rest."

▶ VIDEO



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028

MANHATTAN ROAD & BRIDGE

Tulsa contractor embraces *intelligent* Machine Control technology to more efficiently move dirt on connector project

If you have traveled the highways and byways of Oklahoma or its surrounding states during the past decade, it's likely you were on a roadway and/or bridge that Manhattan Road & Bridge has constructed.

Since the renaming of M.J. Lee Construction in March 2009 (following the acquisition of Southern Pavers in Pine Bluff, Ark., and Muskogee Bridge Company in Muskogee, Okla.), Manhattan Road & Bridge has completed approximately \$1 billion worth of work across multiple market sectors. Its primary focus has been heavy-highway construction in Oklahoma and Arkansas.



Rex Slaughter,
Superintendent,
Dirt Operations



Rich Horrocks,
Vice President
of Operations,
Oklahoma

With a staff of more than 400, the Tulsa-based firm runs multiple projects at once. Earlier this year, it began construction for a new stretch of road that will connect Interstates 44 (Turner Turnpike) and 40 at a point east of Oklahoma City. The 400-day contract for the Oklahoma Turnpike Authority involves Manhattan Road & Bridge moving nearly 500,000 yards of earth to construct ramps that will lead to and from Interstate 44.

"This is the first phase of building the connector, which is known as the Eastern Oklahoma County Turnpike," explained Rex Slaughter, Superintendent of Dirt Operations. "There are approximately 427,000 yards of cut and fill and another 80,000 yards of pure excavation."

Tackling jobs of that size is common for Manhattan Road & Bridge, which is always looking for ways to move dirt more efficiently and cost effectively. The company decided that the Eastern Oklahoma County Turnpike ramps would be ideal for its initial use of Komatsu *intelligent* Machine Control equipment that features factory-integrated GPS grade control from rough cut to finish grade.

"We knew this would be a big job and that we needed good production," shared Rich Horrocks, the company's Vice President of Operations for Oklahoma. "We wanted to see what Komatsu intelligent technology could do, so we contacted our Kirby-Smith Territory Manager Dan Rutz, and he set up a demo."

After that test run, Manhattan Road & Bridge acquired a PC490LCi-11 excavator, as well as D65PXi-18 and D61EXi-24 dozers. "The benefits were obvious right away, starting with the fact that there are no masts or cables because the system is integrated," stated Slaughter. "The time it would take to set up and take down those items at the beginning and end of each day translates to increased production time."

Minimizing overexcavation, undercarriage wear

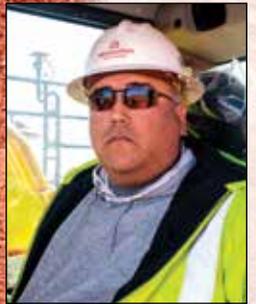
Operators perform mass excavation with the PC490LCi-11, which limits overdigging. During boom or bucket operations, the equipment automatically stops when the bucket edge reaches the design surface. No matter how hard the operator tries to dig below target elevation, the excavator won't allow it.

Slaughter said that feature is a distinct advantage. "It saves time and material, which, in turn, lowers costs. When the operator finishes a dig, I don't have to send a dozer to that area to clean up dips, undercuts or overcuts or add unnecessary fill. It's spot-on to where it should be.



▶ VIDEO

Operator Levi Wilkerson pushes a pile of dirt with a Komatsu D61EXi-24 dozer. "Every morning I check the oil, kick on the GPS, do a quick and easy calibration and get started," said Wilkerson. "The machine basically does all the work. I just have to steer it in the right direction."



Manhattan Road & Bridge excavates a jobsite using its PC490LCi-11 *intelligent* Machine Control excavator. "It's easy to operate, and you're pulling grade all the time. It won't let you overdig," shared Operator Joe Thurman.

"Our usual operation would be to mass-excavate to a certain point with an excavator, then use a dozer with an aftermarket GPS system to reach final grade," Slaughter continued. "With the *intelligent* excavator, the need for a dozer is minimal, if at all – maybe a quick pass to slick things up. That frees the dozer to work in other areas and increases overall production."

Grade control on the PC490LCi-11 lets operators know where they are in relation to target elevation at all times. "That knowledge makes a world of difference," explained Ryan Haney, Vice President of Fleet Management. "They don't have to guess or get out of the machine to check grade, which slows down production."

Manhattan Road & Bridge makes some heavy cuts with its D65PXi-18, and also uses it to push and place fill.

▶ VIDEO

The D61EXi-23 primarily handles the latter. Haney says the dozers have another standout feature – minimized track slippage. The *intelligent* Machine Control system accomplishes this by sensing blade load, and if it gets too heavy, the machine automatically raises the blade.

"That response reduces undercarriage wear," reported Haney. "Undercarriages are a big expense throughout the life of a machine. Any savings make a huge difference in operating costs."

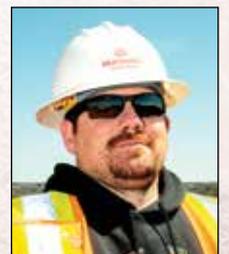
Making operators exceptional

In addition to reducing time and materials, the Komatsu *intelligent*



Discover more at KirbySmithConnection.com

Machine Control excavator and dozer are lowering labor costs for Manhattan Road & Bridge. The operators' ability to see where they are in relation to final elevation reduces or eliminates the need for a grade checker.



Ryan Haney, Vice President, Fleet Management

Continued . . .

'The accuracy is fantastic'

... continued

"The operators have nearly all of the information they need right at their fingertips," said Slaughter. "There is no need for someone on the ground to tell them where they are and if a certain spot or area needs to be filled or

cut. The accuracy is fantastic, whether you are on flat ground or a slope.

"With the automatic grade control, the operator basically points the machine in the right direction and lets

it do the work," he continued. "Right now there is a lack of skilled operators in the market. These machines can make most operators exceptional."

Just the beginning

The use of *intelligent* Machine Control equipment marks a new era in Manhattan Road & Bridge's already long history with Komatsu and Kirby-Smith Machinery. The relationship dates back to 1999, with the acquisition of M.J. Lee Construction Company by Rooney Holdings (before the acquisition of Southern Pavers and Muskogee Bridge Company).

"We have been a longtime Komatsu user because of its reliability and innovation," reported Haney. "Another reason is the outstanding support Kirby-Smith provides. When we set up the demo, Dan took the time to understand what we were looking for and how much production we needed. He helped us choose the proper size of machines to meet those needs. The turnpike project got us started with *intelligent* Machine Control equipment, and I think we're just at the tip of the iceberg of what we could be doing with it." ■



(L-R) Manhattan Road & Bridge's Ryan Haney, Rich Horracks and Rex Slaughter meet with Kirby-Smith Territory Manager Dan Rutz. "Dan took the time to understand what we were looking for and how much production we needed," said Haney. "This project (for the Oklahoma Turnpike Authority) got us started with *intelligent* Machine Control equipment, and I think we're just at the tip of the iceberg of what we could be doing with it."



Operator Josh Sudduth dozes with a Komatsu *intelligent* Machine Control D65PXi-18. "I always know where I am in relation to final grade because it's always on the screen in front of me," said Sudduth. "There are no stakes, hubs, cables or masts. The time savings are great."

▶ VIDEO



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NEWS & NOTES

Manitowoc upgrades warranty program for Grove GRT cranes

Manitowoc introduced an updated, extended warranty program for its Grove GRT series of rough-terrain cranes. Newly ordered machines now come with two years of standard coverage, complemented by additional tiers of total extended coverage for three, four and five years.

The new standard warranty term and extended warranty program were introduced to support the improved reliability of Grove's GRT cranes, which have benefited from extensive design improvements and rigorous testing at Maniowoc's Product Verification Center to ensure quality.

Previously, customers could extend their GRT series warranties from one to two years for an additional cost, but the two-year term is now standard across the entire product line.

"This warranty program demonstrates that we stand behind



An new, updated warranty program for Maniowoc's Grove GRT series of cranes is available, with a two-year term now standard across the entire product line.

the reliability of our cranes," said Barry Pennypacker, President and CEO of Maniowoc. "With the new GRT series, we have taken the necessary steps to increase customer

uptime, reduce maintenance and provide a better user experience. And now, we can exceed that level of quality with a best-in-class warranty for customer peace of mind." ■

Kirby-Smith Machinery provides engines to OSUIT Komatsu program

Kirby-Smith Machinery donated two new engines to the Oklahoma State University Institute of Technology's (OSUIT) Komatsu Advanced Career Training (ACT) program. Valued at \$65,000, the gift fulfilled a need identified by instructors, according to Terry Lindsey, Dean of the School of Diesel and Heavy Equipment at OSUIT.

"These are the types of engines that students see out in the field now," said Lindsey. "Getting away from old methods and gaining experience with new technology will help them on their career paths."

Bruce Taylor, Kirby-Smith Machinery Tulsa Branch Manager, said that when he first started in the business it was possible to learn on the job, but with today's highly technical equipment, that's no longer possible.

"I see great value in what OSUIT is doing," said Taylor. "I was a Service Manager at Kirby-Smith for six years, and, at one time, 80 percent of my shop employees were OSUIT graduates. This program allows students to start with a solid foundation. Then, when they come to the dealership, the training can be more specific."

Staying on the cutting edge

Donations of equipment and tools to OSUIT's Komatsu ACT program ultimately benefit the manufacturer and its dealerships, said Mike Hayes, Director of Service Marketing and Distributor Development Service with Komatsu America.

"The machines and technology are evolving," Hayes emphasized. "We want to make sure that students have the

latest and greatest equipment, because it represents what's used in the real world."

During an advisory board meeting, representatives from Komatsu, as well as from dealerships, heard feedback from students about their expectations of the program and from instructors regarding their needs in the classroom and lab spaces. They also discussed changes and improvements to the curriculum and how the program can grow and continue to meet the requirements of the industry.

"These discussions help align our vision for the future and maximize the 87 credit hours we have for teaching," said Hayes. "It's truly a partnership among the school, the manufacturers and the dealer to ensure that the end result is achieved." ■



SWIFT SETUP

Manitowoc designs new 110-ton-capacity MLC100-1 crawler crane for faster erection, decommission than any other in its class

Customers asked Manitowoc for a reliable crawler that could start working faster than any competing crane. It answered with the new MLC100-1 that is the quickest in its class to erect and decommission while also delivering 110 tons of capacity, a maximum boom length of 200 feet and a load moment of 2,680 ft-kips.



Rickey Bailey,
Vice President,
Crane Division

The MLC100-1 saves customers time on jobsites because of its self-assembly hook that enables the operator to install the counterweight without any outside assistance. During assembly, the crane uses a single segment of hoist line with a button termination, which is routed through sheaves in the boom base. This eliminates the need to assemble the boom top so that operators can get to work faster when compared with competing cranes in the same class.

Straight to work

“Our customers have come to expect high performance from Manitowoc crawler cranes,” said Harley Smith, Global Product Director for Crawler Cranes. “Even our long-term customers will be surprised at how quickly they can get the crane off the truck and start right to work.”

Operators will appreciate the improved, wider cab design with easier access made possible by additional grab bars and a moveable left-hand console. The crane operates via Manitowoc’s Crane Control System. It can be used in conjunction with the company’s Diagnostic Code App to analyze diagnostic screens quickly.

“There is a lot to appreciate about the new Manitowoc MLC100-1. Self-assembly time and the simplicity



Manitowoc’s new 110-ton-capacity MLC100-1 crawler crane is the quickest in its class to erect and decommission saving lifters valuable time on jobsites. It has a maximum boom length of 200 feet and a load moment of 2,680 ft-kips.

of set up are outstanding, from the button termination rope to the counterweight installation,” said Vice President Crane Division, Rickey Bailey. “The new cab design and

Manitowoc’s Crane Control System are fantastic from ease-of-use and safety standpoints. It’s great to see Manitowoc add to the list of crawler models made in America.” ■



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THE RIGHT FIT

New wheel loader for specialized needs offers improved production and fuel efficiency

To do a job right, an operator needs the correct equipment. For a certain set of customers, that machine is the Komatsu WA480-8 wheel loader.

“The WA480 fills a need for a select group of users,” said Komatsu Product Marketing Manager Craig McGinnis. “For them, the WA470 isn’t big enough, but the WA500 is too much. The WA500 is approximately 20 percent larger than the WA470 when it comes to horsepower, tipping and other metrics, while the WA480 is closer to 8 percent bigger, providing a much better fit.”

The 56,262-pound WA480-8 wheel loader replaces its Dash-6, Tier 3 predecessor and sports a 299-horsepower Tier 4 Final engine that delivers as much as 20 percent greater fuel efficiency. Komatsu’s dual-mode Engine Power Select System lets operators choose between two standard options: E-Mode for greater fuel efficiency during general loading or P-Mode when they require



Craig McGinnis,
Komatsu Product
Marketing Manager

maximum power output for hard digging operations or uphill climbing. The E-Mode Light option, which is selectable from the monitor, further reduces fuel consumption.

The WA480-8 is equipped with a steering wheel, but customers can opt to replace it with Komatsu’s Advanced Joystick Steering System (AJSS), which allows operators to

handle steering and directional travel through wrist and finger control.

Buckets of efficiency

Komatsu further enhanced the productivity of the WA480-8 by adding an auto-dig function that enables the machine to automatically lift the boom and curl the bucket when in a pile – a feature that was previously offered only on the larger WA500 and WA600 models. The WA480-8 also includes a

redesigned bucket that is available in 6.0- or 6.5-cubic yard capacities.

“We reconfigured the curves in both the front and back of the bucket to increase productivity by as much as 7 percent compared to the previous model,” detailed McGinnis. “The design enables material to flow into the bucket easily and also helps with load retention to prevent material from spilling over the sides.”

In-cab experience

In addition to enhanced engine performance and overall design, the WA480-8 delivers upgrades that improve the operator experience. The cab boasts a low-noise design, an Electronic Pilot Control air-suspension seat, an auxiliary jack, a pair of 12-volt outlets and two 7-inch, high-resolution, color monitors. One displays machine diagnostics and menus while the other is for the rearview camera. ■



Discover more

The new Komatsu WA480-8 has a 299-horsepower, Tier 4 Final engine that boosts fuel efficiency up to 20 percent and a redesigned bucket that increases productivity by as much as 7 percent.



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029

'INTELLIGENT' ANNIVERSARY

Komatsu marks five years of saving customers time, money with integrated machine-control technology

To say that Komatsu is observing the five-year anniversary of *intelligent* Machine Control is slightly misleading. While the first dozer made its debut in 2013, the genesis of its factory-integrated GPS equipment goes back much further.

"Research and development started many years earlier," shared Jason Anetsberger, Senior Product Manager,



Jason Anetsberger, Komatsu Senior Product Manager, SMARTCONSTRUCTION and *intelligent* Machine Control

SMARTCONSTRUCTION and *intelligent* Machine Control. "Komatsu uses the PDCA (Plan, Do, Check, Act) model for continuous improvement to ensure that each machine it brings to market will meet customer expectations for productivity and support. From an *intelligent* Machine Control standpoint, that included having technology solutions experts (TSEs) at each distributor to educate

customers on how to set up and implement the technology."

No masts or cables

The first model was the D61i-23 – since replaced with a second-generation D61i-24 – which ushered in fully automatic blade control from rough cut to finish grade. Because it's integrated into the machine, *intelligent* Machine Control eliminates the masts and cables associated with traditional aftermarket systems, so operators gain production time that was previously lost in setting up and tearing down at the beginning and end of each day.

Continued . . .



Komatsu's *intelligent* Machine Control excavators feature semi-automatic operation that goes beyond traditional indicate-only systems. Once target elevation is reached, the system limits the machine from digging deeper, eliminating overexcavation and the need for expensive fill material.



Discover more



Quick acceptance results in repeat customers

... continued



Mike Salyers,
Komatsu Senior
Product Manager,
SMARTCONSTRUCTION



Ron Schwieters,
Komatsu Product
Manager, *intelligent*
Machine Control

“Eliminating the need for operators to climb on the machine or blade to mount components is a big plus, too,” said Mike Salyers, Senior Product Manager, SMARTCONSTRUCTION. “The bottom line is that customers are moving dirt faster, more efficiently and at lower costs.”

Komatsu quickly augmented its *intelligent* Machine Control lineup. In 2014, it brought the D39i and

D51i dozers to market. It has since added D65i, D85i and D155AXi models. Additionally, more than 100 TSEs are in the field to provide customers with a wide spectrum of support options.

Excavators introduced

Early 2014 saw the introduction of the world’s first *intelligent* Machine Control excavator, the PC210LCi-10. PC360LCi-11s and PC490LCi-11s followed soon after, along with a PC210LCi-11 to replace the original.

Komatsu recently launched the PC390LCi-11. Each features semi-automatic operation that goes beyond traditional indicate-only systems. Once target elevation is reached, the machine limits the operator from digging deeper, eliminating overexcavation and the need for expensive fill material.

Komatsu introduced *intelligent* Machine Control five years ago with the original D61i dozers. Today, that model is in its second generation, the D61EXi-24, pictured here.



“Our data indicate that *intelligent* Machine Control has been a resounding success,” said Ron Schwieters, Product Manager, *intelligent* Machine Control. “As more and more customers saw the positive results, the word spread. Five years ago if you mentioned machine control, Komatsu was likely left out of the conversation. Now, we are at the forefront. This technology has changed the industry.”

Today, there are more than 2,000 *intelligent* Machine Control dozers and excavators combined that are moving earth across North America. Anetsberger noted that a large percentage of users were new to GPS technology before they tried one of Komatsu’s integrated machines.

“Skeptical is a good way to describe some of them,” Anetsberger reported. “After they operated one and experienced its accuracy, production and simplicity, acceptance came quickly. Throughout the years, many became repeat customers. They bought one piece of *intelligent* Machine Control equipment, saw the time and material savings and added more. I think this evidence speaks volumes to the value that *intelligent* Machine Control provides business owners and operators on a daily basis.” ■

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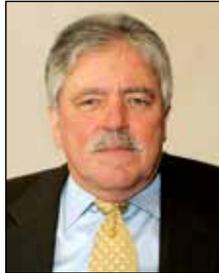
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SERVING THE INDUSTRY

Texas trade associations provide solutions, advocacy, training and much more

Like many of you, I look forward to the fall season and a most-welcome respite from the summer heat. Make no mistake, in our industry we make hay while the sun shines. Much like the rest of Kirby-Smith Machinery, the Road and Minerals Division has kept a torrid pace this year. Even as we prepare for a strong finish to 2018, I am aware that cooler weather, beautiful changes in the colors of nature and even a little bit of football are all on the horizon.

Another change that reminds me of fall? The heightened activity of our trade associations in Texas,



Gary Corley,
Paving & Compaction
Specialist, PE



particularly AGC of Texas and the Texas Asphalt Pavement Association (TxAPA). Kirby-Smith is highly involved with both associations, and the season serves as a reminder of the great work that these organizations accomplish throughout the year. As an active member of both groups since the 1970s, I find it gratifying that Kirby-Smith Machinery President Ed Kirby and the company's senior management team understand the importance of these fine organizations and recognize the good work that they do for the industry.

Each association hosts its largest annual event in the fall. AGC of Texas holds its Annual Scholarship Gala in Austin with a large auction that raises more than \$800,000 in scholarships annually for students planning careers in the industry in the state. At the same time, TxAPA holds its annual four-day meeting, which includes both technical and business sessions, concluding with a dinner and a scholarship auction. The TxAPA scholarship fund-raiser has grown steadily and surpassed the \$300,000-mark last year.

I am proud to share that Kirby-Smith has been a leading sponsor and

Continued . . .

Editor's note: This article was written by Gary Corley of Kirby-Smith Machinery.

In addition to the colorful changing foliage, a sure sign of the fall season is the heightened activity of trade associations in Texas, particularly AGC of Texas and the Texas Asphalt Pavement Association.



Better equipped to serve customers

... continued

contributor for both events. So much so, that Mr. Kirby was featured in a recent edition of AGC's Infrastructure magazine honoring his personal philanthropy and Kirby-Smith Machinery's continued support of AGC's work. This year will be no different; Kirby-Smith will once again participate on a scale commensurate with previous years.

Solution providers

It would be a mistake to underestimate the significance of what AGC of Texas and TxAPA routinely accomplish. The hyper growth of the state, and corresponding demands on our transportation system, have placed the road-building industry in a spotlight that would have been

unforeseen even 10 years ago. We have witnessed economic, political and quality-of-life issues becoming real-world problems; issues that these two associations address on an ongoing basis. In working to provide solutions, both AGC of Texas and TxAPA have become instruments of problem resolution and regulation relief, as well as hot beds for innovation and technological development.

AGC of Texas concentrates member interests to promote growth markets statewide. The chapter advocates professional, ethical standards that support cost-effective, quality construction to stand for all AGC contractor and associate members. AGC of Texas' prime objective is

to cultivate harmonious relations with supervising public authorities. A daunting task, certainly, but the association resolutely represents the interests of its members, maintains the flow of goods to market and ensures the safety and convenience of our citizens. In recent years, the AGC of Texas played a key role in the passage of two highway-funding propositions on the general ballot, as well as increasing appropriations from the legislative general fund.

Education and training are focal points in the missions of AGC of Texas and TxAPA, and both groups provide extensive programs on various topics. TxAPA delivers a regular series of seminars and webinars as well as training on demand, via its website. The AGC offers large programs, such as the annual TxDOT safety meeting and the annual short course at Texas A&M, both of which are scheduled for this fall. All of these opportunities are available to us, and I encourage anyone who would benefit from such training to consider these programs. The more that we know about the road-building industry, the better equipped we will be to serve our customers.

Lasting friendships

And finally, on an individual level, participation in these two respected associations affords great opportunities to cultivate business and personal relationships. AGC area meetings, luncheons and recreational outings provide networking venues where one can make and nurture lasting relationships. I can say that some of my most treasured friendships through the years came about via my participation in AGC of Texas and TxAPA. It is these relationships that make our careers more fulfilling and our lives more enriched.

As fall descends upon us, be mindful of the work others are doing for our great industry, and challenge yourself to see what you can do to join in. ■

Both the AGC of Texas and the Texas Asphalt Pavement Association raise funds for scholarships to assist students who are planning careers in the construction industries throughout the state.



NEW COMPACT CLASS MILL

Wirtgen W 150 CFi combines high output of large machine, maneuverability of smaller units

There are times when milling companies need the combination of productivity offered in a large mill, and the maneuverability of a smaller machine. Wirtgen has the answer with its new compact class of milling machines that operate in a wide range of applications, from partial road repairs to the removal of entire roadways. At the top of the class is the new W 150 CFi.

At 400 horsepower, the W 150 CFi is the most powerful cold milling machine in its size class. The front loader is ideal for large construction sites with confined space, such as in downtown areas. In these applications its advanced visibility concept, when used with a live video-camera system, provides

critical assistance to the operator when maneuvering the machine.

For maximum traction of the crawler tracks, Wirtgen adopted the central cutting drum design from its large milling machines. To efficiently transfer the power of the W 150 CFi to the road, it features an Intelligent Speed Control traction-control system, which ensures that, on demanding milling jobs, all four crawler tracks run at constant speed and high traction to achieve maximum milling performance.

Automated functions

Like other models in the compact class, the W 150 CFi provides automated functions that make machine operation simple and fast with precise milling and leveling. The side

plate has an active floating position, meaning it is lifted at specific intervals to keep it from sinking into the surface when the machine is at work on loose material such as gravel.

The scraper on the rear rotor plate also delivers new features, such as a sensor that prevents it from catching on any edges; the scraper is raised automatically in the process. An ultrasonic sensor determines the distance between the scraper and milled material during partial transfer in order to regulate the ideal width to open the scraper. The material is optimally deposited behind the milling drum unit, increasing output and simultaneously reducing wear on the unit, the drum itself and the cutting tools. ■

At 400 horsepower, the W 150 CFi is the most powerful cold milling machine in the compact class. The front loader is ideal for large construction sites with confined space, such as in downtown areas.





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RT6



RT9



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RT14R



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EXPANDED TERRITORY

Kirby-Smith Machinery, Inc. is awarded northern Texas territory for Terramac

Kirby-Smith Machinery recently expanded its Terramac dealer coverage to six branch locations in northern Texas, which include Dallas, Odessa, Fort Worth, Lubbock, Amarillo and Abilene. Each location has been approved to provide complete crawler carrier sales, rentals, service and support to the area.

Specializing in pipelines and general construction, Kirby-Smith is familiar with the strong demand for crawler carriers in northern Texas and is eager to increase access to its carrier equipment fleet to meet those demands.

“For contractors that specialize in remote areas, rough terrain and

confined spaces, Terramac crawler carriers are a versatile and reliable solution for moving material and personnel. Our expansion into Texas with Terramac furthers our commitment to serve all of our customers’ specialty equipment needs. Whatever environments customers operate in, Kirby-Smith is ready with equipment solutions that solve jobsite challenges and serve their productivity,” said Del Keffer, Vice President of Sales for Kirby-Smith Machinery, Inc.

Kirby-Smith is well-versed in the Terramac product line and has extensive knowledge on crawler carrier usage and the diverse

customization options. Along with the standard RT6, RT9, RT14, and RT14R carriers, Kirby-Smith branches offer industry-specific attachment rentals such as tac welders, hydroseeders and personnel carriers for extreme versatility.

“Kirby-Smith has done a phenomenal job establishing a large Terramac rental fleet for Oklahoma, eastern Kansas and western Missouri to serve the strong demand for crawler carriers stemming from the pipeline industry. We’re excited to see them continue to grow with the additional territory,” noted Matt Slater, Director of Sales at Terramac. ■

Six Kirby-Smith Machinery branch locations in northern Texas now offer Terramac products, such as the RT9 crawler carrier, as well as industry-specific attachment rentals, including tac welders, hydroseeders and personnel carriers for extreme versatility.



STRAIGHT-FRAME MODELS

Terramac RT9, RT14 crawler carriers offer versatility to tackle a variety of the toughest jobs

Few machines provide the versatility of a crawler carrier. Terramac offers three products that tackle the challenges of the toughest jobs, including two standard straight-frame models (RT9 and RT14) that are well-equipped for maximum efficiency and productivity in a variety of applications.

Terramac's mid-size RT9 and larger RT14 units are well-known for their customization options and key features. No matter the application – from general construction or aggregates to pipeline or utility – they can handle it. Terramac customizes the electrical power sources and frame adjustments on these models to suit any configuration.

When used with the standard dump bed, Terramac's straight-frame units are ideal for carrying material to hard-to-reach jobsites. With the heavy-duty rock-dump bed,

they haul the heaviest materials, including rocks, dirt and mud. The RT14 can also be outfitted with a flatbed, making mat hauling easier on the right-of-way. The RT9 has 250 horsepower and a maximum carrying capacity of 18,000 pounds, while the RT14 boasts 280 horsepower and a carrying capacity of 28,000 pounds.

Add specialty equipment

For environmentally sensitive areas, the RT9 and RT14 can be equipped with specialized restoration equipment, such as hydroseeders, allowing environmental crews to spray seed mix for erosion control with minimal ground disturbance. Terramac's rubber-track technology enables the machines to exert the low ground pressure necessary for environmental work, even at full capacity. Other attachment options include bark and straw blowers.

In mining applications, both crawler carriers can be configured with a water tank and hydraulic-crane unit to handle drill sections. Power for the crane comes from the gear pump powering the dump bed. In addition, the RT9 and RT14 can be mounted with a spray boom for dust control on tailing ponds.

Both crawler carriers are capable of conquering tough pipeline jobs. The RT9 and RT14 can be outfitted with a variety of industry tools and equipment such as tack welders, pipe-heating units, personnel carriers and vacuum-excitation units. Equipped with a digger derrick, the RT9 takes on a myriad of utility tasks that include digging holes, lifting/setting poles, turning screw anchors and setting transformers. It also accommodates boom-tip configurations, multiple-sized augers and outriggers for extra stabilization. ■

Terramac's straight-frame crawler carriers can be configured in multiple ways to best match an operator's needs. Both offer great versatility for construction, aggregate, pipeline and other applications.





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AGILE AND EFFICIENT

Versatile Takeuchi TL6R compact track loader delivers in wide range of applications

The ability to work in tight spaces and easily transport versatile equipment is a must for those working in the agricultural, general contracting, landscaping and rental industries. To meet those needs, Takeuchi has introduced the TL6R compact track loader (CTL) to its lineup. The CTL is an agile, compact machine that offers outstanding stability and performance.

Powered by a Kubota 2.4 liter, 65.2 horsepower engine, the TL6R features a radial lift loader design with a maximum lift height of 9 feet 6.4 inches, and a rated operating capacity of 1,841 pounds. Additionally, the TL6R has a width of 5 feet and a height of 6 feet 5.8 inches. The compact dimensions of the TL6R

enable it to access and work efficiently in areas with limited space.

The TL6R includes a newly designed cabin with an overhead 5.7-inch color multi-information display and backlit rocker switches that control a variety of machine functions. A cab with a swing-out door, heat and air conditioning are available for greater operator comfort. The CTL weighs 7,480 pounds with a canopy or 7,780 pounds when equipped with a cab.

Complimentary telematics

Takeuchi Fleet Management (TFM) system comes standard on the TL6R. The TFM telematics system is available during the machine's warranty period of two years at no additional cost. It provides a

variety of data points including machine health and condition, run time and machine location. The user-friendly TFM system can help reduce downtime, control costs, perform remote diagnostics and schedule maintenance.

"We saw an opportunity to offer a track loader with compact dimensions that would be easy to transport, deliver excellent power and have the capability of working in a wide range of applications," said David Caldwell, National Product Manager at Takeuchi-US. "The TL6R is a welcome addition to the growing and evolving Takeuchi lineup. It provides outstanding features, unmatched performance, excellent serviceability and is an overall great value." ■

The new TL6R compact track loader from Takeuchi works efficiently in areas with limited space. The track loader is ideal for a variety of tasks in the agricultural, general contracting, landscaping and rental sectors.



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ANTICIPATING YOUR NEEDS

Visits with customers give perspective for addressing future parts and service requirements

QUESTION: Parts and service support is critical to equipment users. Is Komatsu doing anything new in this area?

ANSWER: During the past two years, Komatsu focused heavily on customer engagement, being side-by-side with them at jobsites. We want to know what's working, what isn't and how Komatsu can improve its capabilities and resources, so we can anticipate their needs and proactively talk to them about solutions. We are now extending this initiative to focus on customers' needs when they are interacting at distributors' parts counters and over the phone. Our goal is to make sure Komatsu machine owners have the right parts, the first time and every time.

QUESTION: What information have you discovered in these customer visits?

ANSWER: Customers told us what they really need from Komatsu, things we can do to improve our support levels and ensure their machines continue to

Continued . . .

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.



**Paul Moore,
Vice President,
Parts Sales &
Marketing**

Paul Moore joined Komatsu in 2006 as a Remanufacturing Product Manager and became the Vice President, Parts Sales & Marketing in 2015. His career path to that point included two continents and several jobs in the heavy-equipment field, including in the defense industry. He started as an apprentice technician in his native United Kingdom in 1984. Six years later, he joined a global agricultural-equipment manufacturer and then moved to the United States with that company in 2000, before coming on board with Komatsu.

"Growing up on a farm, I have been around equipment my entire life," said Moore. "If you're a 'big iron' person like me, then construction and mining are the best industries to work in. Komatsu is a global leader in both, so I really enjoy being a part of a company that's setting the bar in terms of equipment and the support behind it."

Moore said parts and service have become increasingly important. "Customers base their equipment-buying decisions, in large part, on how a manufacturer and its distributors meet their after-sale needs. We are committed to being the best in the industry in that regard."

Moore is married and has two children. In his free time, he enjoys motorcycle riding and spending time with his family.

Komatsu focuses on customer engagement to better understand owners' operations. "We want to know what's working, what isn't and how Komatsu can improve its capabilities and resources," said Paul Moore, Vice President, Parts Sales & Marketing. "Our goal is to make sure Komatsu machine owners have the right parts, the first time and every time."



Monitoring equipment health is vital

... continued

be productive, with as little downtime as possible. They also expect parts to be on-hand when needed. Are we always perfect? No, but customers understand that we always strive for continuous improvement, so we can show how we add value to their operations. That's our mission.

QUESTION: What are some examples of how Komatsu is working to better support customers?

ANSWER: One is our General Construction Undercarriage, which was introduced for certain mid-size PC200-300 class excavators a couple of years ago and will expand to include dozers. It offers a competitively priced Komatsu undercarriage option that is guaranteed to fit the customer's machine. It's all supported by an industry-best, four-year/5,000-hour assurance program. Another example

is the new Komatsu Genuine Oil. Equipment technology continues to expand and so does the need for upgraded maintenance items to keep machines running at peak performance.

In the near future, we will introduce a new online parts-ordering system that will integrate KOMTRAX data, manuals, factory campaign notices and much more information to assist with machine management activities and improve the customer's experience.

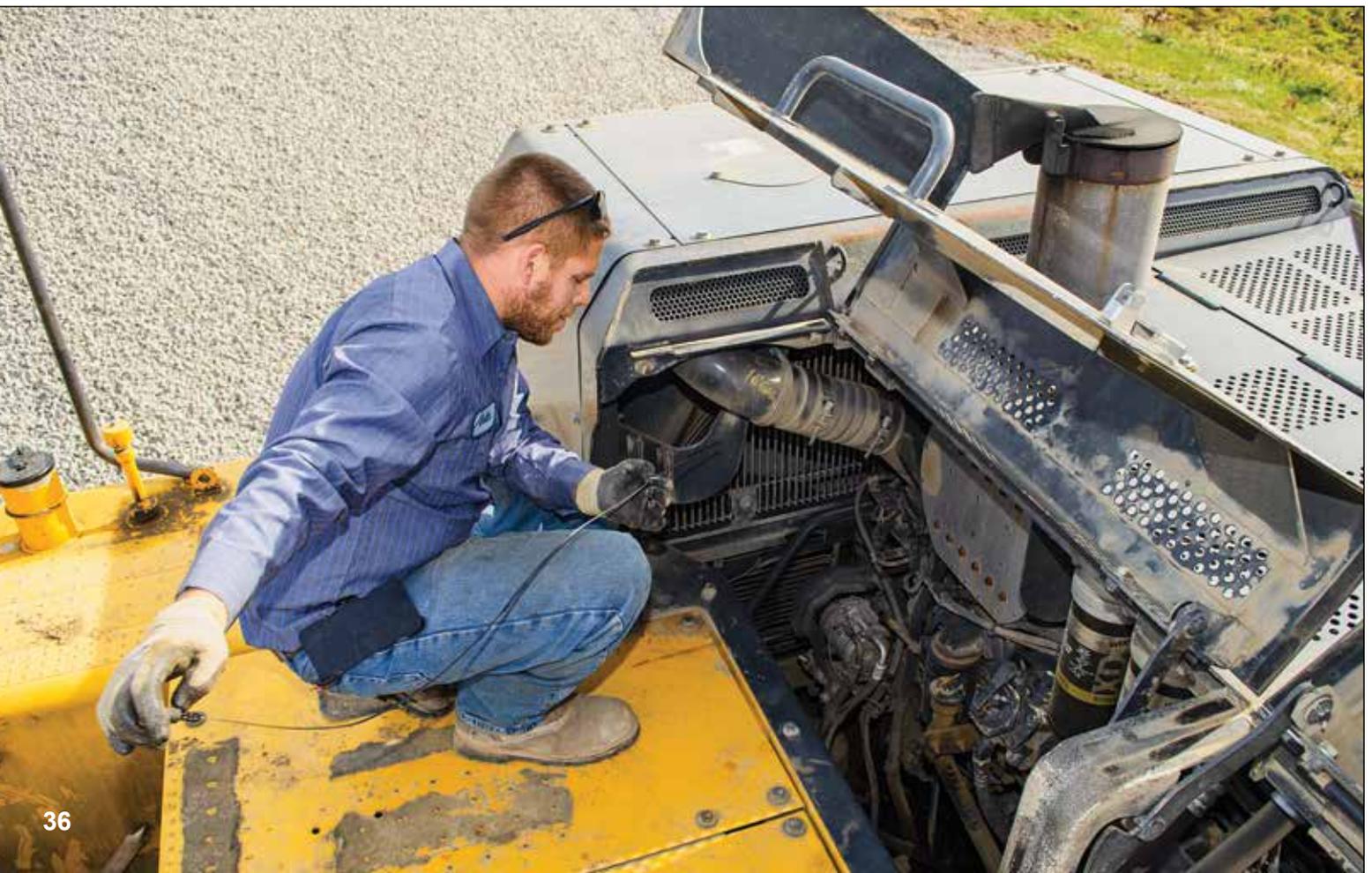
QUESTION: Earlier you mentioned being proactive. Why is that so important?

ANSWER: Think of it in terms of your own health. If you wait until you are sick to go to the doctor, recovery may take longer and cost more time and money. A regular checkup may identify a potential issue that can be addressed and taken care of quickly.

Monitoring the health of the equipment, taking oil samples and performing daily walk arounds as well as having regular machine inspections by the Komatsu distributor's PSSR for example, are vital to its performance. If something shows up, it may or may not need immediate attention. If not, the owner can plan to have it fixed as soon as possible.

We also offer several parts-related programs such as Firm Future Order and zero-percent parts and service financing. Solutions such as these help owners save thousands of dollars, plan for downtime, guarantee parts and technician availability and allow repair payments on a schedule that works for them. The idea is to preplan the machine maintenance and let customers lock in pricing, guarantee parts availability and schedule the work at a convenient time. We encourage customers to contact their Komatsu distributor for more information. ■

Monitoring a machine's health with oil sampling, daily checks and other proactive steps is essential to its performance, according to Paul Moore, Vice President, Parts Sales & Marketing. "Think of it in terms of your own health. A regular checkup may identify a potential issue that can be addressed and taken care of quickly," said Moore.



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FULL SHOWCASE

Demo Days makes it easy for customers to test latest Komatsu equipment

More than 250 current and prospective customers attended Komatsu's spring Demo Days at its Cartersville Customer Center in Georgia. Mornings began with a tour of the Chattanooga Manufacturing Operation, where many of the Komatsu excavator models are assembled. After lunch, attendees listened to a brief informational tech session before heading to the recently renovated demonstration site to check out the latest equipment that Komatsu has to offer.

"The Demo Days event is a great opportunity for customers to see the facility and operate a wide range of Komatsu products," explained Director of Training and Publications Bill Chimley. "Customers can get first-hand experience with the newest *intelligent* Machine Control capabilities as well as a variety of our other equipment with experienced staff readily available to answer any questions."

New excavator included

The event showcased the full lineup of *intelligent* Machine Control dozers and excavators, including the new PC390LCi-11 excavator. In total,

26 machines were available for customers to operate, including wheel loaders, haul trucks, excavators, dozers and a motor grader.

"It's a great event," said BC Construction President Ray Borges, who came from Hawaii to attend Demo Days. "There are a lot of machines to try out. Operating the equipment



Bill Chimley,
Komatsu Director
of Training and
Publications

and seeing how it's assembled was worth the trip."

The updated demo site includes gravel walkways to increase safety between machine operation zones and permanent stairs. The various zones allow current and potential customers to test each machine to its fullest capabilities. ■



An attendee tests the new Komatsu PC390LCi-11 excavator and its *intelligent* Machine Control features while digging a trench during Demo Days. The PC390LCi is the most recent addition to Komatsu's extensive line of *intelligent* Machine Control dozers and excavators.

The recently renovated Cartersville Customer Center features several safety updates, including new gravel walkways between working zones and permanent stairs.

▶ VIDEO



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CUSTOMIZED MACHINES

Modification packages for waste-handling machines add durability and make maintenance easier

Machines that work in waste-service applications like landfills, transfer stations and scrap yards encounter unique hazards every day. To keep those machines performing at optimum levels, Komatsu's Marketing Engineering Group developed specialized waste packages.



Sue Schinkel,
Komatsu Marketing
Engineering Group
Manager

"That type of equipment requires specific modifications in order to meet job requirements," said Komatsu Marketing Engineering Group Manager Sue Schinkel. "We visited with customers to learn what they wanted and then created and implemented packages to incorporate all of those elements for each machine model."

The research led to a design that maintains accessibility and improves durability.

"Customers want machines that can stand up to their environments, yet are still easy to maintain," explained Schinkel. "The waste packages offer enhanced protection to vital components without sacrificing accessibility to service areas or machine performance."

The Marketing Engineering Group handles the full life cycle of the waste packages. This level of involvement allows the group to respond to customer feedback quickly.

"The packages are created specifically for each model by our engineers – we decide which elements are needed, design the features, develop marketing literature and continue to track performance in the field," noted Schinkel. "This is not an aftermarket add-on kit. Design, development and testing are in accordance with Komatsu engineering standards. The waste package is integrated into the base machine design, resulting in a purpose-built machine."

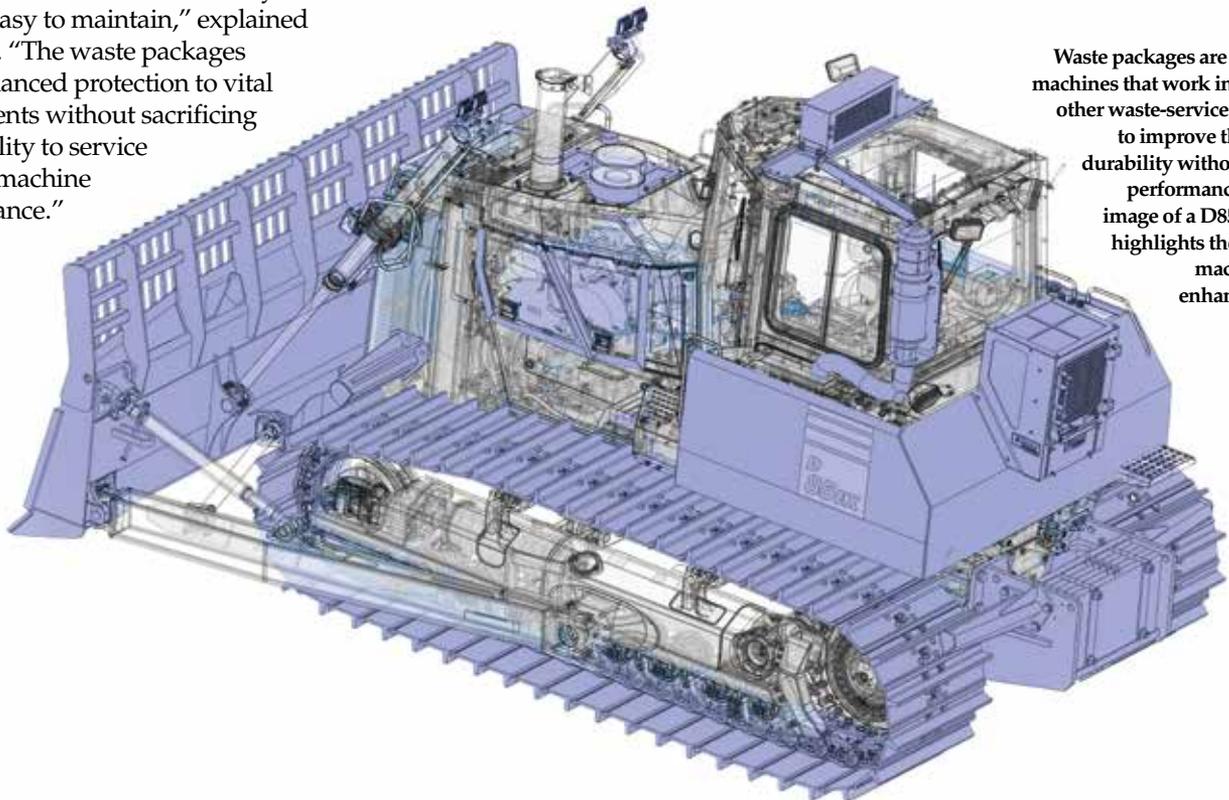
Dozing growth

Komatsu offers four waste packages for wheel loaders, three for excavators, and the demand for dozer packages is

growing. Komatsu currently outfits the D65-18 and D85-18 models and expects to release a waste package for the D155AX-8 in late 2018.

"The popularity of dozers is growing among our waste-service customers," stated Schinkel. "The package includes striker bars near the front and rear of the tracks to help clear debris, additional gap sealing to minimize the amount of material that gets into the engine compartment and a tank guard to protect the fuel and hydraulic tank."

While Schinkel says it is impossible to completely seal a machine, the packages are designed to extend the equipment's longevity and ensure that customers experience the full benefits of a Komatsu dozer. "The waste packages include many enhancements, but the most important thing is that it's a Komatsu dozer. We want to make sure it performs the way it was intended to – no matter the application." ■



Waste packages are available for machines that work in landfill and other waste-service applications to improve the machine's durability without hindering performance. This CAD image of a D85EX-18 dozer highlights the areas of the machine that are enhanced through the package.

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MORE UNDERCARRIAGE OPTIONS

Komatsu General Construction product line to add new dozer replacement offering

Nearly three years ago, Komatsu introduced its competitively priced General Construction Undercarriage (GC), designed to reduce replacement costs on PC200 and PC300 excavators. The lineup will expand to dozers in 2018, with Genuine Undercarriage product replacements for D51, D61 and D65 models.

The initial excavator product release was specific to track-link assemblies. The dozer offerings will consist of conventional-style link assemblies, according to Komatsu Senior Product Manager Jim Funk, who pointed out that the GC product line fills a void for customers who prefer quality products and great support, but are looking at all options due to the status of their machine's life cycle or their business.



Jim Funk,
Komatsu Senior
Product Manager –
Undercarriage

“Typically, a dozer’s undercarriage is replaced more often than other tracked machines because of the nature of the work it does,” said Funk. “Throughout the course of its life, a dozer’s undercarriage will account for nearly half of owning and operating costs. We strive to provide effective and reliable undercarriage

products that meet customer needs and machine situations of all types. With the continued expansion of the GC options, we are showing once again that we listen to our customers by providing products that fit their needs as well as their owning and operating targets.”

Expanded lineup built to fit and last

All GC products are designed and manufactured by one

of Komatsu’s three undercarriage factory, research and development facilities. “They are built to our specific quality standards,” said Funk. “The heat-treat process and hardness levels are the same as with any new undercarriage. That means the GC components are interchangeable with non-GC parts, giving customers peace of mind they will be a proper fit and have the same durability as their original undercarriage. We back it with the best assurance coverage in the industry.

“We encourage anyone who is looking at undercarriage replacement options to contact their distributor or Komatsu about a GC undercarriage,” Funk added. “It’s a great choice at a competitive price.” ■

The Komatsu General Construction Undercarriage for dozers will provide another high-quality, competitively priced alternative for replacement options. They will be available for D51, D61 and D65 models.



KOMATSU CARE

Technicians complete 100,000th complimentary maintenance visit to customer's jobsite

When Komatsu's first Tier 4 construction-size machines rolled off the assembly lines in 2011, they came with Komatsu CARE, a pioneering, complimentary maintenance program providing service for the first three years or 2,000 hours of operation. This spring, the program marked its 100,000th service interval, performed on a PC228USLC-10 excavator owned by J. Fletcher Creamer & Son.



Mike Hayes,
Director of Service
Marketing &
Distributor
Development,
Komatsu

first 9,000 hours for qualified machines. Having the experts at Komatsu perform this maintenance has benefits well beyond free service.

"Komatsu CARE demonstrates our commitment to meeting customers' needs. It's the most comprehensive offering in the marketplace, and we are extremely proud of this milestone," said Mike Hayes, Director of Service Marketing & Distributor Development for Komatsu.

More than complimentary service

"This program is an asset to us because we know that our distributor is taking care of our Tier 4 equipment," said Michael Schuhlein, Equipment Manager at J. Fletcher Creamer &

Son. "With Komatsu servicing those machines, it frees us up to work on other maintenance. It makes us more efficient.

"We have 58 machines, and most of them are covered by Komatsu CARE or were under it," continued Schuhlein. "Having the experts from Komatsu in our garage keeps them familiar with our equipment, and it helps our service technicians learn and stay on top of the latest technology. Also, when a machine receives proper service at the recommended maintenance intervals, it ensures that it will reach the full potential of its life cycle." ■



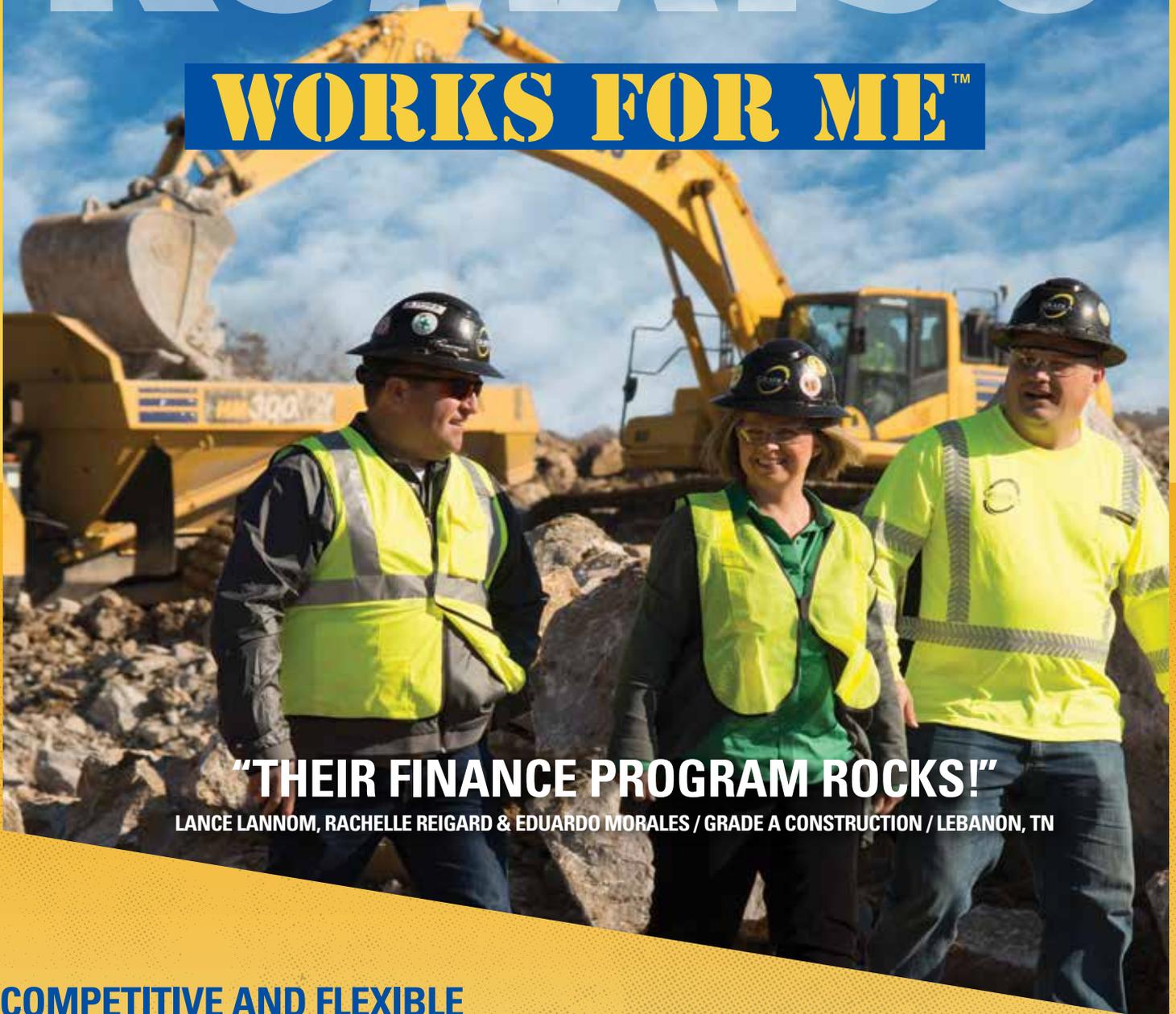
Discover more

Komatsu Director of Service Marketing & Distributor Development Mike Hayes (third from left) and Komatsu representatives present J. Fletcher Creamer & Son, Inc., with a certificate marking the 100,000th Komatsu CARE service interval that was performed on its Komatsu PC228USLC-10 excavator.



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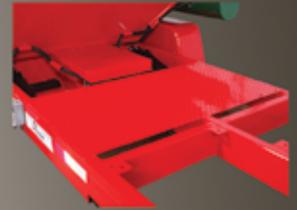
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TAX LAW SPURS OPTIMISM

Lower rates and faster write-offs could provide major boost to contractors

Tax reform took firm hold this year, affecting both individuals and businesses, including major changes for some in the construction industry as Congress passed and President Trump signed H.R. 1, The Tax Cut and Jobs Act, last December. This legislation, in most cases, increased take-home pay, lowered corporate tax rates and included provisions designed to increase expensing limits.

The signature piece of the legislation may be a reduced corporate tax rate, which was slashed from 35 to 21 percent and was made permanent. Personal-services corporations are also now taxed at 21 percent.

Pass-through businesses – those that are structured to allow owners to include profits on their personal tax returns such as partnerships, S Corporations or sole

proprietorships and are taxed at the individual's marginal income tax rate – received significant savings, too. A section was added to the tax code (199A) that provides a 20-percent deduction on such income through 2025. Limitations do apply such as phase-outs at certain income levels.

“Lowering the tax rate provides substantial savings that allow us to keep more capital to invest in new equipment and pay off machinery that we have financed sooner,” said Don Satoski, President/Co-owner of Landmark Materials, LLC, of Union Mills, Ind. “Those are excellent benefits for us.”

Service businesses, including architecture and engineering firms, are eligible for a deduction, but are excluded from receiving the 20-percent deduction above \$157,000 for individuals and

\$315,000 for married filing jointly. Phase-outs apply as does the expiration after 2025.

Section 179 doubled, made permanent

The Tax Cut and Jobs Act affects business expensing in a variety of ways, such as temporary full expensing for property currently eligible for bonus depreciation for five years. That applies to property placed in service after September 27, 2017, including new and used equipment.

“The tax plan is great for us, especially on equipment purchases,” shared David Bussman, Vice President of MGL, Inc., a utility contractor based in Cullman, Ala. “Combine that with the zero-percent financing on the machines we bought last fall, and the savings are significant.”

Section 179 Expensing – which allows taxpayers to deduct the cost of certain property types as an expense

Continued . . .

Editor's note:

This article is based on data from Associated General Contractors of America and is for informational purposes only. It does not reflect all changes under the tax law. You should seek advice from a professional tax adviser on how the legislation affects you and/or your business.

The Tax Cut and Jobs Act affects business expensing in a variety of ways, such as temporary full expensing for property currently eligible for bonus depreciation for five years. This applies to property placed in service after September 27, 2017, including new and used equipment.



Demand for construction services likely to expand

... continued

rather than being capitalized and depreciated – was permanently increased from \$500,000 to \$1 million with a \$2.5 million phase-out and is indexed to inflation. The definition of property now includes roofs as well as HVAC, fire protection, alarm and security systems added to non-residential buildings already placed in service.

Employee take-home pay rises

While the final legislation reduced nearly all tax rates for individual and married filers alike, there are still seven brackets. Two remain the same, including the lowest at 10 percent; however, the amount subject to that rate increased from \$0-9,325 to \$0-9,524 for single filers and from \$1-18,650 to \$0-19,049 for married filing jointly. Previously, income above \$9,325 and \$18,650 would have been subject to a 15-percent rate. The 35-percent bracket also increases the amount subject to it.

All other previous tax brackets were lowered, including the top rate, which went from 39.6 percent to

37 percent. The biggest change was to the previous 28 percent rate, which dropped to 24 percent. The 15-percent and 25-percent brackets were each reduced by 3 percent to 12 and 22 percent respectively. The 33-percent rate decreased to 32 percent.

A Business Insider analysis showed the average annual pay for construction laborers is \$37,890, which made their previous federal tax \$3,645. Under the new bill, it estimates a reduction to \$2,916, for a savings of nearly 20 percent.

Along with rate changes, the standard deduction nearly doubled to \$12,000 for individuals and \$24,000 for those married filing jointly. Previously it was \$6,350 and \$12,700. The new standard deduction and tax rates are temporary and expire at the end of 2025.

Firms hiring

Now is a good time for workers seeking employment in the construction industry. Seventy-five percent of construction companies

plan to expand their payrolls in 2018, according to results of an Associated General Contractors of America (AGC) survey, *Expecting Growth to Continue: The 2018 Construction Industry Hiring and Business Outlook*.

“Construction firms appear to be very optimistic about 2018 as they expect demand for all types of construction services to expand,” said Stephen E. Sandherr, AGC’s Chief Executive Officer, upon release of the survey results. “This optimism is likely based on current economic conditions, an increasingly business-friendly regulatory environment and expectations that the Trump administration will boost infrastructure investments.”

There is hope that the tax law will help with the latter as it kept a provision for Private Activity Bonds, which will assist with financing transportation infrastructure as well as low-income housing and other public construction and public-private partnership projects, according to AGC. ■

Construction workers saw a boost in take-home pay, because the law reduced most tax rates and increased amounts subject to new and unchanged percentages. A Business Insider analysis showed laborers’ average federal tax owed would drop by nearly 20 percent.





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Stuart G. Walesh,
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to everything” realization enables individuals and organizations to be more aware of the consequences of actions and empowers us to recognize many and varied opportunities.

Studies show that homogeneous teams – made up of those only STEM-skilled or only arts-oriented – tend to experience high communication effectiveness and require little time to make decisions. Unfortunately, they may produce results that are low in creativity or innovation. In contrast, heterogeneous teams comprised of

both STEM and arts members take longer to make

decisions but may arrive at more creative and innovative results.

If you’re deeply into STEM by virtue of interest or vocation, on a whim, enroll in a one-day drawing class or sign up for ballroom dancing lessons. Urge deeply arts-focused colleagues to read some science and engineering articles, audit an engineering class or visit an automobile manufacturing plant. To those in leadership or management positions, help your personnel understand STEAM and how embracing it could benefit them, their employers and those they serve. Ask colleagues to share their art or STEM passions at “brown bag” lunch sessions. You and others will be surprised and inspired by the variety of talents in your midst. ■

*Stuart G. Walesh is an independent consultant, teacher and writer who has worked in engineering, government and academia. This viewpoint is adapted from his book **Introduction to Creativity and Innovation for Engineers**. An edited version also appeared in *Engineering News-Record’s* magazine in December 2017.*

Stuart G. Walesh, independent consultant, teacher and writer says that embracing a science, technology, engineering, arts and mathematics mindset along with engaging both sides of the brain generates more productivity and innovation.



CONSTRUCTION WAGES RISING

AGC analysis indicates firms paying more, but labor market remains tight

An Associated General Contractors of America (AGC) analysis showed construction wages on the rise, which appears to be attracting workers to return to the industry. The organization cautioned, however, that labor conditions still remain extremely tight.



Stephen E. Sandherr,
AGC CEO

totalled 7,174,000, a gain of 17,000 for the month and 257,000, or 3.7 percent, throughout the last 12 months. Construction employment is at the highest level since June 2008. Association officials note that the year-over-year growth rate in industry jobs was more than triple the

1.1 percent rise in the total nonfarm payroll employment.

Hourly wages in the industry averaged \$29.63 in April, an increase of 3.5 percent from a year earlier. That put the average hourly earnings in construction 10.4 percent higher than the average for all nonfarm private-sector jobs, which rose 2.6 percent in the past year to \$26.84, Sandherr added.

Construction officials urged federal, state and local leaders to take steps to make it easier for schools, construction firms and local associations to develop and offer construction-focused programs to recruit and prepare future workers. They noted that such measures would signal greater numbers of students that there are multiple paths to success in life.

“It is time to start showing young adults that high-paying careers in construction should be on the list of professions to consider,” Sandherr said. “Too many students amass a mountain of college debt just to earn mediocre wages working in a fluorescent-lit cube farm.” ■

“Many firms are boosting pay and taking other steps to compete for a relatively small pool of available, qualified workers to hire,” said Stephen E. Sandherr, AGC’s Chief Executive Officer. “While these measures appear to be luring construction workers back to the job market, firms report they would hire additional workers if they could find enough qualified candidates.”

Highest levels in past decade

The most recent data, in April, showed construction employment

A recent analysis by Associated General Contractors of America showed hourly earnings in the construction industry averaged \$29.63, an increase of 3.5 percent from a year earlier. That’s attracting some workers back to the industry, but the market remains tight.





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400



420



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150



250



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INDUSTRY NEWS

Survey shows banks opening up commercial lending standards due to competition

A recent Federal Reserve Board survey showed banks loosening lending policies for commercial projects. According to Construction Dive, a significant number of bank officers responding to the questionnaire said that their

institutions had eased standards, in part, because of aggressive competition from other banks and nonbank lenders.

Eric Lemont, Real Estate Partner at Sullivan & Worcester in Boston, told Construction Dive last year that uncertainty around new high volatility

commercial real estate (HVCRE) transaction requirements was one of the reasons. Construction loans fall under HVCRE rules, which require the lender to put aside 50 percent extra cash reserves, creating greater exposure for the lender. ■

Komatsu plans North American headquarters move to Chicago in 2020

Komatsu America announced plans to move its North American headquarters to Chicago in 2020. The firm is currently located in the city's northwest suburb of Rolling Meadows. The new site at Triangle Plaza, 8770 W. Bryn Mawr Ave., will feature an open floor plan designed to foster more

collaboration and cross-functional team communication that drives customer-first solutions and services.

"There's something for everyone in this move," said Rod Schrader, Chairman and CEO of Komatsu America Corp. "Current employees will enjoy the building

amenities and convenience to major transportation, the new floor plan supports the company's efforts to break down team and work-stream silos and the move helps Komatsu remain attractive to prospective employees living in the city and studying nearby." ■

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INVESTMENT INCENTIVE

New tax law expands Section 179, allows bonus depreciation on used equipment acquisitions

Used equipment buyers are the recipients of expanded benefits with the passage of last year's tax law, including the ability to combine Section 179 Expensing and first-year bonus depreciation. Previously, bonus depreciation was limited to new purchases only.

Section 179 Expensing by itself can be significant, and generally companies use this deduction first. The Tax Cut and Jobs Act doubled the deduction limit to \$1 million on qualifying equipment purchases, including previously owned machinery. It also raised the spending cap to \$2.5 million. Once that amount is reached, the deduction begins to decline on a dollar-for-dollar basis. Companies that spend more than \$3.5 million lose the Section 179 Expensing deduction altogether.

To qualify for the deduction in the current tax year, machinery must

be purchased or financed between January 1 and December 31 and placed into service. The latter is an important component and should factor into the timing of your buying decision. The machinery must be delivered and working before the clock strikes midnight and a new year begins.

Taking a closer look

For illustration, here are some Section 179 Expensing scenarios, which assume that used machinery is acquired and put it into service:

1. You purchased outright or financed up to \$1 million worth of previously owned equipment this year. You can fully deduct that amount for the 2018 tax year. This will be the case through the end of 2022.

2. Your acquisition was between \$1 million and \$2.5 million. You can still take a \$1 million deduction.

3. The purchase exceeds \$2.5 million. The deduction is lowered dollar for dollar. For instance, if the total was \$3 million – you can only claim \$500,000, instead of \$1 million.

4. You bought more than \$3.5 million in used equipment. The Section 179 deduction is no longer available.

In scenarios 2 and 3, you can now also use bonus depreciation in addition to Section 179 to lower your tax bill. As an example, if you purchased \$2 million in equipment, you can take the \$1 million Section 179 deduction and use bonus depreciation to fully deduct the other \$1 million. Your tax bracket determines your final actual cash savings. ■

For additional information, check with your territory manager, consult your tax adviser and see the online calculator at www.section179.org.

The Tax Cut and Jobs Act doubled the Section 179 Expensing deduction limit to \$1 million on qualifying equipment purchases, including previously owned machinery. It also raised the spending cap to \$2.5 million, and companies can now use bonus depreciation for used equipment as well. A calculator to check tax savings is available at www.section179.org.





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2018 Section 179

Example Calculation

Equipment Purchases:	\$ 1,150,000
First Year Write Off: (\$1,000,000 = maximum in 2018)	\$ 1,000,000
100% Bonus First-Year Depreciation: (updated to 100% via "Tax Cuts and Jobs Act")	\$ 150,000
Normal First-Year Depreciation: (20% in each of 5 yrs on remaining amount)	\$ 0
Total First-Year Deduction: (\$1,000,000 + 150,000 + 0)	\$ 1,150,000
Cash Savings: (\$1,150,000 @ 35% tax rate)	\$ 402,500
Equipment cost after tax: (assuming a 35% tax bracket)	\$ 747,500

- This deduction is good on new and used equipment.
- The equipment must be financed or purchased and put into service between January 1, 2018, and the end of the day on December 31, 2018.
- Maximum 2018 Spending Cap on equipment = \$2,500,000. After that, the discount begins to be reduced on a dollar-for-dollar basis.
- Bonus Depreciation is generally taken after the Section 179 Spending Cap is reached. The Bonus Depreciation is available for both new and used equipment.

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More details on Section 179:

Section 179 of the IRS tax code allows businesses to deduct the full purchase price of qualifying equipment and/or software purchased or financed during the tax year. That means that if you buy (or lease) a piece of qualifying equipment, you can deduct the FULL PURCHASE PRICE from your gross income. It's an incentive created by the U.S. government to encourage businesses to buy equipment and invest in themselves.

All businesses that purchase, finance, and/or lease new or used business equipment during tax year 2018 should qualify for the Section 179 Deduction (assuming they spend less than \$3,500,000).

The equipment, vehicle(s), and/or software must be used for business purposes more than 50% of the time to qualify for the Section 179 Deduction.

Contact your tax adviser to determine if you qualify. Visit section179.org for more details.

This information should not be considered tax advice. Contact the IRS and your tax advisor for details.



USED EQUIPMENT



2014 Komatsu D39PX-23-Hitch,
KM14199X, 2,300 hrs., \$99,500



2004 Komatsu WA200-5L,
KM04021X, 17,500 hrs., \$34,500



2011 Komatsu PC138USLC-8,
KM11737X, 5,800 hrs., \$69,500

CRANES

Year/Make/Model	Stock #	Hrs.	Price
2007 Grove RT540E	GR07594	3,000	\$185,000
2007 Grove RT540E	GR07595	5,025	\$170,000
2006 Grove RT650E	GR06521	4,570	\$210,000
2006 Grove RT650E	GR06547	6,201	\$205,000
2006 Grove RT890E	GR06562X	8,700	\$310,000
2008 Grove RT890E	GR08698	8,760	\$350,000
2008 Grove RT890E	GR08699	7,870	\$375,000
2010 Grove RT9130E	GR10814	9,375	\$600,000
2008 Grove TMS9100E	GR08726X	12,915	\$525,000
2010 Tadano TM1052	TD10036	7,300	\$99,750
2007 Effer 550.6S	ZZ07309	1,750	\$140,000

EXCAVATORS

2011 Komatsu PC138USLC-8	KM11737X	5,800	\$69,500
2012 Komatsu PC160LC-8	KM12728X	5,878	\$64,500
2012 Komatsu PC160LC-8	KM12641X	6,800	\$59,500
2013 Komatsu PC160LC-8	KM13283X	3,936	\$84,500
2011 Komatsu PC200LC-8	KM11831X	8,661	\$64,750
2015 Komatsu PC210LC-10	KM15061X	4,226	\$112,500
2007 Komatsu PC228USLC-3EO	KM07589X	8,254	\$59,500
2012 Komatsu PC240LC-10	KM12426X	6,610	\$99,500
2012 Komatsu PC290LC-10	KM12084D	6,910	\$94,500
2012 Komatsu PC290LC-10	KM12433D	5,860	\$104,600
2006 Komatsu PC300LC-7	KM06293X	8,305	\$67,500
2012 Komatsu PC360LC-10	KM12273D	4,560	\$137,300
2012 Komatsu PC360LC-10	KM12957D	6,110	\$149,900
2012 Komatsu PC360LC-10	KMU12245	7,832	\$107,500
2013 Komatsu PC360LC-10	KM13251X	4,510	\$178,900
2008 Komatsu PC400LC-8	KM08948X	9,360	\$99,500
2012 Komatsu PC490LC-10	KM12086X	6,250	\$164,750
2012 Hitachi ZX160LC3	HI12000X	4,400	\$84,500
2013 Hitachi ZX160LC5	HI13001X	3,630	\$87,500
2012 Volvo EC300DL	ZZ12008X	7,262	\$82,500
2008 Volvo EC460CL	ZZ08008X	13,700	\$57,500
2009 Cat 315DL	CT09004X	5,217	\$79,500
2009 Cat 336DL	CT09005X	7,785	\$114,500

PAVING & COMPACTION

2014 Vögele 5200-2i	VO14002X	2,710	\$169,750
2014 LeeBoy 8510	LB14006X	2,208	\$89,500
2014 LeeBoy 8510C	LB14015X	2,510	\$79,500
1992 Rosco SPR-H chip spreader	ZZ92002X	2,065	\$11,750
2008 Bomag MPH122-2	BG08075X	1,500	\$199,500
2012 Wirtgen WR2000XL	WR12035	2,300	\$199,500
2010 Hamm HD+140VO	HA10042	3,930	\$57,500
2011 Hamm HD140 WHF	HA11094X	2,240	\$79,500
2013 Eagle Crusher 1200-25	ZZ13030X	5,266	\$300,000

CRUSHING & SCREENING

2013 Spyder Scn 516T	ZZ13029X	NA	\$189,500
2012 Kleemann MR110Z3	KL12012X	3,550	\$379,500



2008 JLG 450AJ,
JL13049X, 1,879 hrs., \$24,500



2007 Effer 550.6S,
ZZ07309, 1,750 hrs., \$140,000



2014 Vögele 5200-2i,
VO14002X, 2,710 hrs., \$169,750

WHEEL LOADERS

Year/Make/Model	Stock #	Hrs.	Price
2013 Komatsu WA200-6	KM13108X	7,481	\$59,500
2007 Komatsu WA200-5	KM00537X	11,931	\$39,500
2004 Komatsu WA200-5L	KM04021X	17,500	\$34,500
2011 Komatsu WA320-6	KM11658X	3,800	\$99,500
2010 Komatsu WA320-6	KM10389X	14,112	\$54,500
2012 Komatsu WA380-7	KM12390D	2,145	\$149,900
2015 Volvo L60H	ZZ18005	12,600	\$63,500
2015 Volvo L60H	ZZ18004	8,900	\$72,500
2011 Volvo L250G	ZZ11009X	14,193	\$129,500
2016 Deere 524K	JD16000X	6,397	\$89,500
2016 Deere 524K	JD16001X	5,257	\$96,500
1997 Deere 544G	JD97001X	6,343	\$44,500
2011 Deere 624K	JD11002X	11,280	\$57,500
2001 Cat IT28G	CT01002X	18,800	\$36,500
2006 Cat 938G	CT06001X	11,500	\$49,500
2008 Cat 938H	CT08008X	13,100	\$64,000
2007 Cat 950 H	CT07002X	15,870	\$62,500

CRAWLER DOZERS

2014 Komatsu D39PX-23-Hitch	KM14199X	2,300	\$99,500
2007 Komatsu D61EX-15	KM07294X	6,524	\$74,500
2008 Komatsu D61EX-15EO	KM08720D	5,800	\$85,000
2011 Komatsu D61EX-15EO	KM11394X	5,600	\$89,500
2014 Komatsu D65WX-17	KM14133X	7,130	\$129,500
2009 Komatsu D65EX-15	KM09253X	5,050	\$89,500
2006 Komatsu D65EX-15EO	C018748X	4,650	\$69,500
2006 Komatsu D65EX-15EO	C187480X	4,704	\$69,500
2013 Komatsu D65EX-17	KM13113X	5,568	\$134,500
2008 Deere 450J	JD08003X	4,522	\$44,750
1994 Deere 850C	JD94001X	4,365	\$59,500
2012 Deere 850K	JD12006X	8,963	\$109,500
2000 Cat D6M	CT00007x	5,895	\$58,000
2011 Cat D6T	CT11020X	13,207	\$99,500
2014 Cat D6T XW	CT14009X	9,315	\$139,500
2014 Cat D6T XW	CT14010X	9,477	\$139,500
2014 Cat D6T XW	CT14011X	10,231	\$136,500
2014 Cat D6T XW	CT14013X	9,248	\$139,500
2014 Cat D6T LGP	CT14018X	9,116	\$130,000
2014 Cat D6T LGP	CT14019X	9,772	\$126,500
2014 Cat D6T LGP	CT14021X	9,733	\$127,500
2014 Cat D6T LGP	CT14023X	9,057	\$139,500

MANLIFT

2008 JLG 450AJ	JL13049X	1,879	\$24,500
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