



Connection

A publication for and about Kirby-Smith Machinery, Inc. customers
www.KirbySmithConnection.com

MONTAGUE COUNTY PRECINCT 2

Learn how Komatsu GD655-6 motor graders
increase productivity,
reduce owning and
operating expenses



(L-R) Commissioner Mike Mayfield;
Operators Jay Clement, Glen Gibbs and
Cord Meyers; Foreman Wesley Link

KOMATSU®



MESSAGE FROM THE PRESIDENT



Ed Kirby

Dear Valued Customer:

Construction's technological revolution is on a dizzying pace. The industry has embraced telematics for gathering data; increased usage of GPS, drone surveying, parts ordering via the web; and more. Komatsu continues to be at the forefront with *intelligent* Machine Control dozers and excavators that are proven to increase production and efficiency, while reducing costs.

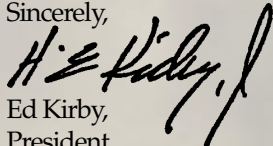
Komatsu wants customers to realize the greatest benefit from its *intelligent* Machine Control equipment, so when it launched the machines, we worked together to add personnel to our staff who can provide high-level technical support. Komatsu has also introduced SMARTCONSTRUCTION, a suite of services designed to assist customers with drone surveying, jobsite setup, model building and much more. Read about the benefits of SMARTCONSTRUCTION in this issue of your Kirby-Smith Connection, then contact us to see how our SMARTCONSTRUCTION team members can be of service to you.

Rear cameras are now a staple in the construction industry, allowing operators to use an in-cab monitor to see what's behind them. Komatsu has taken the concept a step further with KomVision, which places multiple video cameras around a machine to give operators an all-around view. Check out the article on KomVision inside to learn more.

In this issue you can read about our customer Montague County Precinct 2 and how they maintain gravel roads with their Komatsu GD655-6 motor graders. Even at lower RPMs, they get the full functionality and quickness of the hydraulic system. This provides better fuel economy and when working at slower speeds, the motor graders keep moving without stalling. You can also read more about the new Komatsu GD655-7 motor grader and how it provides an all new, ultra-ergonomic working environment and offers inching capability and automatic shifting in higher ranges.

We hope 2019's construction season is a busy and profitable one for you. If there's anything we can do to assist you, please call or stop by one of our branch locations.

Sincerely,



Ed Kirby,
President

KIRBY-SMITH MACHINERY, INC.



Connection

IN THIS ISSUE...

MONTAGUE COUNTY PRECINCT 2 pg. 4

Visit Montague County, Texas, where precinct crews keep the county's unpaved roads in top condition with Komatsu equipment.

CNOSSEN DAIRY pg. 6

Meet the Cnossen family of Hereford, Texas, whose dairy operation ships 600,000 pounds of raw milk each day.

CONSTRUCTION OUTLOOK pg. 11

Find out what experts see on the horizon for the construction sector in 2019.

UPDATED MOTOR GRADER pg. 17

Read about the new features in the GD655-7 motor grader that deliver better ergonomics to lessen operator fatigue and improve productivity.

PARTNERING FOR SUCCESS pg. 25

Discover how Kirby-Smith Machinery delivers added value by collaborating with customers and industry leaders.

SERVING YOU BETTER pg. 41

Check out the new KS Connection Blog, which shares manufacturer news, best practices for equipment, technology updates and more.

NEWS AND NOTES pg. 43

Learn the details about the new Kirby-Smith Machinery branch now open in McAlester, Okla., and welcome recently hired Vice President of Human Resources Sean McColley.

Published by Construction Publications, Inc. for



www.kirby-smith.com

YOUR CONSTRUCTION EQUIPMENT AUTHORITY

OKLAHOMA CITY, OK • 6715 W Reno, Oklahoma City, OK 73127 • 405.495.7820 • 800.375.3339 • 405.787.5973 fax
TULSA, OK • 12321 E Pine St, Tulsa, OK 74116 • 918.438.1700 • 800.375.3733 • 918.437.7065 fax
MCALESTER, OK • 4617 Powell St, McAlester, OK 74501 • 918.310.1550
ABILENE, TX • 2035 Interstate 20 W, Abilene, TX 79601 • 325.692.6334 • 877.577.5729 • 325.672.4435 fax
AMARILLO, TX • 3922 I-40 E, Amarillo, TX 79103 • 806.373.2826 • 800.283.1247 • 806.373.4841 fax
DALLAS, TX • 8505 S Central Expy, Dallas, TX 75241 • 214.371.7777 • 800.753.1247 • 214.375.7903 fax
FT. WORTH, TX • 1450 NE Loop 820, Ft. Worth, TX 76106 • 817.378.0600 • 877.851.9977 • 817.378.0080 fax
LUBBOCK, TX • 3201 East Slaton Hwy., Lubbock, TX 79404 • 806.745.2112 • 866.289.6087 • 806.745.2102 fax
ODESSA, TX • 7301 E Interstate 20 E, Odessa, TX 79765 • 432.333.7000 • 877.794.1800 • 432.333.7010 fax
ST. LOUIS, MO • 12920 Gravois Rd, St. Louis, MO 63127 • 314.729.0125 • 866.279.1392 • 314.729.1317 fax
KANSAS CITY, KS • 8320 Ruby Avenue, Kansas City, KS 66111 • 913.850.6300 • 877.851.5729 • 913.850.6319 fax
MELISSA, TX • *New location coming soon!*

MONTAGUE COUNTY PRECINCT 2

Komatsu GD655-6 motor graders increase productivity, reduce owning and operating expenses

Montague County, Texas is home to nearly 20,000 residents. The county seat of Bowie is a little more than an hour's drive from downtown Fort Worth, and there are several routes one can take to get there.

If the roadway is located within Montague County, it's likely maintained by county employees, who handle everything from grading to ditch

cleaning for the nearly 220 miles of pavement and gravel that include about 25 farm-to-market roads and other byways. Additional responsibilities include tree trimming, brush clearing and more. The county is divided into four precincts with crews to handle each.

"Twenty to 30 miles are paved, and the rest is gravel," said Mike Mayfield,

Commissioner, Precinct 2. "We're responsible for keeping all of them in good shape. That takes nearly constant maintenance, especially on gravel surfaces. We haul rock, blade it down and smooth out the roads. If residents call with an issue involving a road or ditch, we respond to that as well."

Approximately a year ago, Montague County Precinct 2 began using two new Komatsu GD655-6 motor graders to spread rock on roads and shoulders as well as to clean ditches. The GD655-6 has the longest wheel base in its class for fine grading. It is highly maneuverable with a 25-degree articulation angle, which allows the grader to maintain a tight-turning radius of 24 feet, 3 inches.

Mayfield and other Precinct 2 personnel visited Kirby-Smith Machinery's Fort Worth location to demonstrate one of the 39,505-pound machines.

"I liked it right away," recalled Crew Foreman Wesley Link, who also operates equipment. "The visibility is better than the competitive graders that we replaced. You have a full view of the blade when feathering rock or cutting into ditches, so



(L-R) Kirby-Smith Machinery Governmental Sales Representative James McDonnell stops by to see Montague County crew members, including Mike Mayfield, Commissioner, Precinct 2; and Operators Jay Clement, Glen Gibbs and Cord Meyers as well as Foreman Wesley Link. "James invests his time in our satisfaction," said Mayfield. "He wants to know how the machines are running and if we have any questions or issues that need to be addressed. He and Kirby-Smith are excellent to work with."

Montague County Precinct 2 maintains gravel roads with its Komatsu GD655-6 motor graders. "Even at lower RPMs you get the full functionality and quickness of the hydraulic system," said Crew Foreman Wesley Link. "That gives us better fuel economy and when working at slower speeds, it keeps moving without stalling."

► VIDEO





Crew Foreman Wesley Link blades a gravel road with one of Montague County's two Komatsu GD655-6 motor graders. "The visibility is better than competitive graders that we replaced," he said. "You have full view of the blade when feathering rock or cutting into ditches, so we're more productive. You can get done in fewer passes."

we're more productive. You can get done in fewer passes."

Link added that the GD655-6 dual-mode transmission – which Komatsu specifically designed for its motor grader – makes a huge difference as well. It delivers high ground speeds and tractive effort, while providing superior control at low speed and the anti-stall features of a torque-converter transmission.

No stall outs

"Even at lower RPMs you get the full functionality and quickness of the hydraulic system," shared Link. "That gives us better fuel economy and when working at slower speeds, it keeps moving without stalling. With the competitive brand, we had to throttle up to get the hydraulics to work, and at idle the motor would, or almost would, stall out."

Operator Jay Clement likes that the 218-horsepower GD655-6 motor graders have relatively high road speeds, so he can move from the maintenance yard to the project site faster. The machines have eight forward and four reverse gears. Top speed is about 28 miles per hour.

"We drive them to and from wherever we are working, so having a machine that can get there faster means we can get to the project and finish it quicker than before," said Clement. "They are also comfortable, with plenty of room in the cab."

Mayfield likes that the GD655-6s have steering wheels. In comparison, Montague County's previous graders were operated with joysticks.

"The joysticks were nice, but they were expensive to maintain," Mayfield pointed out. "It seemed like they always had some kind of issue, too. The combination of a steering wheel and antler-style controls in the Komatsu motor graders reduces our overall owning costs."

For now, Kirby-Smith Machinery is taking care of scheduled services under the Komatsu CARE program.

"Typically, we do all the maintenance ourselves, so the fact that Kirby handles it for three years or 2,000 hours is a great value. It saves us time and money and frees up a person to do something else. Kirby-Smith tracks the machines and then comes out and does the work at a handy

time. One time at our yard in Bowie, they completed the service and left before we even knew they were there."

Top-notch after-sale service

Montague County purchased the GD655-6s from Kirby-Smith Machinery with the help of Governmental Sales Representative James McDonnell. He continues to drop by and check on Mayfield and his crew.

"A lot of times when reps from other companies sold us equipment, we never heard from them again, or they only came around when we contacted the dealer about buying something," said Mayfield. "James invests his time in our satisfaction. He wants to know how the machines are running and if we have any questions or issues that need to be addressed. He and Kirby-Smith are excellent to work with." ■



Discover more at
KirbySmithConnection.com

CNOSSEN DAIRY

Expanding Hereford, Texas, business continues to look forward while honoring family's past

Jim Cnossen can easily pinpoint where the dairy industry bloodlines began on his dad's side of the family. His father started milking cows before Jim was born and eventually established his own operation. On the other hand, it's a little harder to determine how deep his mom, Clara's, roots run.

"We aren't sure how far back dairy farming goes in her family, who moved to the States from Holland after World War II – definitely multiple generations," said Jim, Owner of Cnossen Dairy in Hereford, Texas. "I grew up around dairying, and my wife, Ellie, and I both still enjoy it. Our kids do too, and they are active participants in the business."

Their son, Cord, recently graduated from college and joined the business full-time. Daughter Evie, who is a sophomore in high school, helps out and has ambitions to work in animal nutrition someday. Ellie looks after the



Jim Cnossen,
Owner

health of the cows and lends a hand with inventorying calves.

Jim oversees day-to-day activities of the dairy, which commenced operations in Texas in 2005 after the family moved from Idaho where Jim, his brothers and their father had previously operated dairy farms. They relocated to Idaho from Southern California where Jim's dad leased a dairy and milked until the early 1970s.

Cnossen Dairy currently milks in the neighborhood of 8,000 head – each twice a day. It recently added a second milking barn that will handle 5,000 cows. An older facility contains two milking parlors, one that accommodates about 1,000 head per day, and the other up to 5,000.

The Cnossens expect the milking number to hit 12,000 in the near future.

Currently, the dairy ships 600,000 pounds of cooled, raw milk daily. That equates to about 70,000 gallons.

"This is a 24-hour-a-day operation," Jim noted. "There are two shifts of milkers and feeders; three shifts for personnel looking after pregnant cows in the maternity area; and one each for shop, office and general farm staff. Right now we have close to 70 employees. That number will rise as we expand, and so will our production, which should reach 100,000 gallons per day in about a year."

Tech 'knowledge'y

Technology plays a prominent role in

The entire Cnossen family is active in Cnossen Dairy's operations, including Owner Jim Cnossen who oversees the business, and his wife Ellie, who looks after the health of the cows and helps with inventorying calves. Their son, Cord, joined the dairy full-time after his college graduation and daughter, Evie, is in high school and hopes to work with animal nutrition in the future.



Crossen Dairy's operations, especially in its new facility, where cows are put on a revolving "table." Workers clean the udders, then attach the computerized milking machine, which logs how much product the cows produce.

Every cow has an electronic identification tag (EID), and as it takes the short ride around the table, details about the animal, such as whether it's time to trim its hooves, are gathered by scanning the EID.

At the older facility, scanning is done during feeding.

"The scans provide critical and immediate information that we can use to take action; for instance, they tell us what stage of gestation a pregnant cow is in and if we need to stop milking her," Jim said, noting that cows have a nine-month gestation period. "If that's the case, the cow is pulled out of production, hooves are trimmed and she gets a couple of months off to just eat and relax until she calves. A day after giving birth, we milk her for the colostrum, which is fed to newborns and contains needed antibodies."

Komatsu loaders increase efficiency

Mature cows are fed a daily ration that's carefully balanced for vitamins, minerals, protein, energy and starch. Up to 40 percent of the crops that

go into Crossen Dairy's feed mix are grown in its adjacent fields. The business puts up between 80,000 and 120,000 tons of wheat, corn and sorghum silage annually.

Approximately one year ago, Crossen Dairy added four Komatsu WA320-8 wheel loaders to its operation. Their primary task is to dig into stockpiled feed products and load them into mixers. The 34,000-pound-plus loaders are slightly larger and have more horsepower (165hp) than Crossen's previous machines.

"The loaders sped up operations and increased our efficiency by between 20 and 30 percent," said Jim, noting that occasionally the dairy uses them to clean

Continued . . .



Discover more at
KirbySmithConnection.com

Nearly a year ago, Crossen Dairy added four 34,000-pound-plus, 165-horsepower Komatsu WA320-8 wheel loaders to fill stationary mixers and mixer trucks with feed. "The loaders sped up our operations and increased our efficiency by between 20 and 30 percent," said Owner Jim Crossen.



'We're always forward-looking'

... continued

corrals. "We're able to load mixers three to four minutes faster with the WA320s, and when you run 60 to 70 loads of feed per day, that's a big savings in fuel and labor. They are very user-friendly and easy to operate, too."

Cnossen purchased the loaders with the assistance of Kirby-Smith Machinery Territory Manager Britt Stubblefield, who also helped Cnossen rent a compactor and an excavator. They worked together to ensure the loaders were equipped with the right buckets to fit the dairy's specific application.

"We're not handling high-density, heavy materials like in earthmoving,

so going to a larger rollout was feasible, and the WA320s carry our loads without issues," said Jim pointed out. "They hold 6,000 to 7,000 pounds easily, allowing operators to get the same volume as before with one scoop."

Routine scheduled service is complimentary through Kirby-Smith for the first 2,000 hours or three years under the Komatsu CARE program. Jim believes it's a good way for his service personnel to become familiar with the loader before performing the work themselves.

"My mechanics can watch Kirby's techs and learn from them," he said. "When Komatsu CARE expires, they will know what to do. That's excellent value. We have come to expect great service from Britt and Kirby-Smith. Before we bought the WA320s, we rented some equipment from them, and they let us demo the loaders to make sure they were the right fit. Our relationship has grown because the equipment is good, and they stand behind it. If we have a need, I can call Britt or anyone at Kirby and know it will be addressed as quickly as possible."

Good combination of breeds

As many as 50 calves are born every day at Cnossen Dairy. Heifers are kept (bulls are sold) and transported to a calf ranch where they are vaccinated and

raised for five months before returning to the dairy. The Cnossens recently began buying Jersey cows, giving the business a mix of that breed as well as Holsteins.

"Jerseys are smaller, so they eat less, although, in turn, produce a lot more solids such as butterfat and protein, which are more profitable," said Jim. "Holsteins have always been our staple, and they give the most milk. It's a good combination for us."

Jim and his family are also looking for innovative methods to be more efficient, increase profitability and add value for customers. "I think we can be more vertically integrated and provide some manufacturing," Jim considers. "I believe it's possible to take more water out of the milk. Currently, it's about 85 percent. Cutting that in half would allow us to keep more water onsite, which could be used on the crops."

"We're always forward-looking, whether it's in raising cows with better genetics or finding ways to improve operations," he added. "At the same time, we honor the past, our roots and where we came from. We're proud that the kids are involved and want to be a part of Cnossen Dairy's future. It's a great life." ■



Kirby-Smith Machinery Territory Manager Britt Stubblefield (left) assisted Cnossen Dairy Owner Jim Cnossen with the purchase of four WA320-8 wheel loaders. "We have come to expect great service from Britt and Kirby-Smith," said Cnossen. "Our relationship has grown because the equipment is good, and they stand behind it."

A Cnossen Dairy operator moves silage with a Komatsu WA320-8 equipped with a 6-yard rollout bucket. "We're not handling high-density, heavy materials like in earthmoving, so going to a larger rollout was feasible, and the WA320s carry our loads without issues," said Owner Jim Cnossen.

▶ VIDEO



KOMATSU®

WORKS FOR ME™

**"THEY JUST WORK
BETTER!"**

A TRUSTED NAME.

"At Selge Construction, we're a family business. We've constructed a wide range of projects, built on a foundation of integrity, industry knowledge and quality workmanship. Selge has gained respect throughout the Midwest for the highest quality work built in the safest way possible. Komatsu builds a quality product that performs as promised and helps us get the job done. That's why Komatsu works for me!"

Marv Selge / Selge Construction, Inc. / Niles, MI

KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com

TRUST LEEBOY.



AS DEPENDABLE AS YOUR DAY IS LONG.

You work hard—and for all the right reasons: pride, quality, reputation, prosperity. You expect your equipment to work as hard as you do, to be every bit as tough, productive and reliable as you are. You can afford nothing less.

We are LeeBoy. The name behind the world's most dependable and productive commercial asphalt paving equipment.



www.kirby-smith.com

OKLAHOMA CITY

6715 W. Reno
405.495.7820

KANSAS CITY

8320 Ruby Ave
913.850.6300

TULSA

12321 E. Pine St.
918.438.1700

MCALESTER

4617 Powell St.
918.310.1550

LeeBoy

www.leeboy.com



NEW YEAR BRINGS EXPANSION

Construction industry experts project continued growth for nearly every sector in 2019

Forecasters seem to agree that 2019 will continue the ongoing trend of growth in the construction industry, albeit at a slower pace than in previous years. The Dodge Construction Outlook report predicts total starts will reach nearly \$808.3 billion, up from the \$806.8 billion it projected for 2018.

“The fundamentals continue to be sound, and I don’t think we’re going to be seeing a repeat of what took place in 2008 and 2009,” said Robert Murray, Chief Economist for Dodge Data and Analytics.

A decade ago, the overall economy went into turmoil, then began recovering from one of the worst downturns since the Great Depression. Construction was especially hard hit, causing hundreds of businesses to close or severely cut back on staffing. Millions of construction workers were let go and never returned to the profession.

In 2018, industry unemployment fell to 3.9 percent, nearly the level recorded pre-recession. Construction

employment numbers are expected to continue rising. A recent survey of construction executives by the Vistage Research Center found that 64 percent planned to increase hiring in 2019. Another study from Associated General Contractors of America (AGC) showed a large percentage of businesses wanting to hire, if they can overcome the challenge of finding workers. Eighty percent of construction firms reported having trouble hiring hourly craft workers and expect that task to remain difficult or become harder.

“Demand for construction remains strong and pay is rising faster than the overall economy,” said Ken Simonson, AGC’s Chief Economist. “However, contractors are having increasing difficulty finding qualified workers

as industry unemployment slides to historic lows.”

Agree to disagree?

Despite agreement on overall growth, industry experts are not always on the same page with regard to individual markets. For instance, Dodge Data & Analytics sees nonresidential construction as basically flat in 2019. On the other hand, the American Institute of Architects (AIA) projects an increase of 4 percent, led by institutional building with a 4.5 percent expansion.

According to AIA, institutional building includes sectors such as public safety, healthcare facilities, education, amusement/recreation and religious. It projects a rise in

Continued . . .

Dodge Data & Analytics and the American Road & Transportation Builders Association (ARTBA) forecast transportation infrastructure expenditures to rise in 2019. Dodge sees 3 percent growth in the market, while ARTBA eyes an increase of 4.2 percent.



Closing in on nine consecutive years of growth

... continued

each category, with the exception of religious, which it sees as flat.

“At the halfway point of 2018, this panel was even more optimistic,” said AIA Chief Economist Dr. Kermit Baker last fall. “Its forecasts were marked up to 4.7 percent growth in spending for 2018 and an additional 4.0 percent in 2019. If these projections materialize, by the end of the next year the industry will have seen nine years of consecutive growth, and total spending on nonresidential buildings will be 5 percent greater – ignoring inflationary adjustments – than the last market peak of 2008.”

AIA also foresees that the commercial/industrial market will gain 3.4 percent, led by industrial at 4.9 percent. The organization projects office space to expand by 4.1 percent, hotels by 3.6 percent and retail by 2.7 percent.

Transportation to take off

Another bright spot, according to both Dodge Data & Analytics and

the American Road & Transportation Builders Association (ARTBA), will be transportation infrastructure. Dodge forecasts 3 percent growth in the market, while ARTBA eyes an uptick of 4.2 percent, which is identical to 2018 when airport terminal and runway construction led transportation spending.

Airport-related work grew nearly 40 percent in 2018, and ARTBA believes it will rise by 4.5 percent in 2019 compared to the previous year. It expects ports and waterways to experience 3 percent growth. Additional forecasts from ARTBA include an upsurge in bridge and tunnel work this year and next, after a slowing in the sector for 2018. Public transit and rail construction will increase 5.7 percent, with subway and light rail investment expected to reach a record level.

Public highway and street construction were up in 2018 as well, and ARTBA Chief Economist Dr. Alison Premo Black said greater transportation

investment by federal, state and local governments will help drive growth in 2019. ARTBA projects it to reach \$278.1 billion, up from \$266.9 billion.

ARTBA said highway construction is expected to increase in approximately 50 percent of states and in Washington, D.C., while slowing down or remaining steady in the other half. The real value of public highway, street and related work by state DOTs and local government should ramp up 5 percent to \$66.5 billion, according to ARTBA. It also anticipates private highways, bridges, parking lots and driveways to hit approximately \$69.1 billion, up from \$65.9 billion in 2018.

Black did caution that reauthorization of the current surface transportation law (FAST Act) in 2020 and Congress' ability to find additional revenue sources may dampen the outlook. “If states start delaying transportation improvement projects in response to uncertainty over the future of the federal program, it will temper 2019 market growth,” shared Black. ■

The American Institute of Architects predicts 4 percent growth in 2019 for nonresidential construction, which includes several market sectors.





36" x 140' Magnum Telescoping Conveyor



36" x 100' Self-contained PRS - 700 TPH



10' x 16' Grizzly Hopper Feeder - 1500 TPH



36" x 60' Portable Radial Stackers - 500 TPH



36" x 125' Portable Radial Stacker w/FA Axle



42" x 60' 3-Pack Portable Transfer Conveyors

Maximize your output and performance with Masaba's full line of portable and stationary conveyors. Our portable conveyor systems provide a quick and hassle-free transition from travel position to being fully operational. Built with heavy use and reliability in mind, Masaba conveyors keep you up and running.



www.kirby-smith.com

MASABA

www.masabainc.com

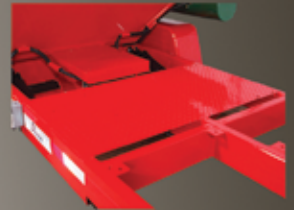
Masaba, Inc. | 1617 317th Street | Vermillion, SD
Email: info@masabainc.com | 877-627-2220

Available through Kirby-Smith Machinery, Inc.

The Falcon Advantage



Patented VIP - Low Voltage Shutdown



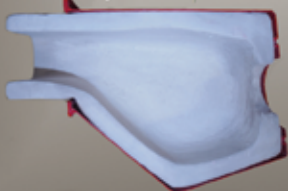
Platform For Safe Easy Hopper Access



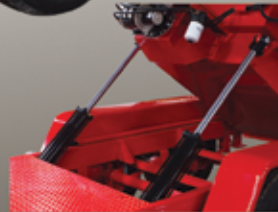
Large Unloading Door For Easy Access



Scan to watch
YouTube Video



Patented Heat Management System



Dump System - Pivot Point & V-Body



Lifetime Frame Warranty

VERSATILE - COST-EFFECTIVE - RELIABLE

From transporting asphalt to recycling in a hotbox, Falcon is committed to pushing the boundaries of what's possible with asphalt repair equipment. **Whether you're buying, leasing or renting, Falcon has you covered.**

**STARTING
AS LOW AS
\$495/MONTH!**

Your dealer for Falcon asphalt hotbox and recyclers:



888-861-0219
www.kirby-smith.com

BRING THEM BACK

In tight labor market, hiring former employees is valid consideration for boosting employee payroll numbers

The largest complaint that I hear from most contractors is their inability to get good workers. That situation hasn't improved with the current low unemployment rate, combined with what is fast becoming a shortage of immigrant personnel.

One source you may not have considered are your former employees, often called "boomerang" workers. This is yet another reason to maintain a cordial relationship with employees when they leave for what they perceive as a better opportunity. Why not ask them if they want to come back, especially when they have shown they are diligent in their jobs?

Each of us makes decisions based on our personal needs at the moment.



Ranger Kidwell-Ross,
Executive Director,
World Sweeping
Association

These may change through time, of course, and a previous work environment may look better with the visibility of hindsight. If you have created a great culture at your organization, this should lend confidence that if circumstances have changed for the employee, then coming back to work for you will appear attractive once again.

Highlight the benefits

Today, with the advent of social media, it has become possible to stay in touch with former employees via a professional site like LinkedIn. When previous staff members have new accomplishments, be sure to congratulate them. You may learn they have gained new skills that will make

them even stronger employees than they were previously.

If you do try to entice former employees back to your firm, be ready to tell them why it will be good for them, not just a plus for you. There is a natural tendency to feel that returning to a former employer is a step backward in a career. It will be up to you to show them why that is not the case. You may also want to consider if there are any benefits you might be able to provide to confirm that returning to work for you will be positive for them and their families. ■

Ranger Kidwell-Ross is a multi-award-winning author, who has provided advice to contractors in the power sweeping industry for more than 30 years. He is Editor of the largest website for that business sector, WorldSweeper.com, as well as Executive Director of the World Sweeping Association.

In this tight labor market firms should consider rehiring former employees, suggests Ranger Kidwell-Ross, Executive Director, World Sweeping Association. "If you have created a great culture at your organization, this should lend confidence that if circumstances have changed for the employee, then coming back to work for you will appear attractive once again," said Kidwell-Ross.



0% for 48 Months

Program Expires July 15th, 2019



**KOMATSU
FINANCIAL**

Oklahoma

Amarillo

806-373-2826

Lubbock

806-745-2112

McAlester

918-310-1550

Oklahoma City

405-495-7820

Tulsa

918-438-1700

Texas

Abilene

325-692-6334

Dallas

214-371-7777

Ft. Worth

817-378-0600

Odessa

432-333-7000



ELIGIBLE MODELS:

D31/D37/D39/D51/D61/D65/D85 – EXi & PXi models as well

WA150/WA200/WA250/WA270/WA320/WA380/WA430/WA450/WA470/WA480

PC130/PC138/PC160/PC170/PC200/PC210/PC220/PC228/PC238/PC240/PC270/PC290

PC308/PC350/PC360/PC390/PC450/PC490- LC, LCI, HD AND USLC VERSIONS ONLY

GD655/HB215LC-1/HB365LC-3 /HM300/HM400/WA500/WA600

Visit www.kirby-smith.com

Terms and conditions apply. Subject to credit review

UPDATED MOTOR GRADER

New features in GD655-7 deliver better ergonomics to lessen operator fatigue, boost productivity

If asked to describe the ease of use with typical motor graders, most operators would steer clear of calling it a low-effort task. However, today's updated models provide a host of features designed to significantly reduce operator fatigue and increase productivity.

"The GD655-7 provides an all-new, ultra-ergonomic working environment, and the new, spacious cab allows more room during long working days," said Komatsu Senior Product Manager Bruce Boebel. "Operators will appreciate the low-effort operation and steering levers, new transmission controls as well as the articulation stop-at-center feature that simplifies use."

New performance features include a transmission shift lever with finger-operated forward-neutral-reverse switch that reduces required hand movement. That's in addition to the already standard Komatsu power-shift transmission that was designed and specifically built for Komatsu graders and delivers on-the-go, full-power shifting.

Greater speed, less fuel

The GD655-7 offers inching capability and automatic shifting in higher ranges. An industry exclusive, dual-mode transmission with eight forward and four reverse speeds, allows higher travel speeds and reduces fuel consumption of a direct drive. It also delivers increased tractive effort and the control of a torque converter.

"It is grade-control ready, with no aftermarket valve required," Boebel noted. "Additionally, the GD655-7 has two standard, five-section hydraulic control valves that enable



Bruce Boebel,
Komatsu Senior
Product Manager

the addition of attachments and are strategically located to improve forward visibility."

New cab enhancements include a slightly smaller but "right-sized" steering wheel that provides more visibility and room and is convenient for long "blade-up and roading" trips. A steering lever allows operators to keep hands on the low-effort equipment levers and make small steering adjustments while at work, without the need to turn the steering wheel. Highly adjustable arm rests and consoles have power raise and

lower functions and mechanical fore/aft adjustments to precisely fit user preferences.

"Operators can select Power or Economy mode to match conditions and optimize fuel savings," said Boebel. "This is a highly productive machine, and a solid choice for anyone who uses a motor grader for construction, road building, snow clearing or other applications."

Boebel points out that the new GD655-7 is among the leaders in the 20-ton range, and it will be sold concurrently with the Dash-6 model to offer customers an additional choice to meet their needs. ■

Quick Specs on Komatsu's GD655-7 Motor Grader

Model	Net Horsepower	Operating Weight	Bucket Length
GD655-7	218 hp	38,140 lb	14 ft

Komatsu added new features to its GD655-7 motor grader. "It provides an all new, ultra-ergonomic working environment," said Komatsu Senior Product Manager Bruce Boebel.



KOMATSU®

WORKS FOR ME™

**"FAILURE IS NOT
AN OPTION IN THE
JUNGLE."**

THE MOST RELIABLE.

"At D. Grimm, Inc., we handle construction projects across the USA and in Puerto Rico that keep our crews and equipment constantly on the edge. And it's my reputation that's on the line, so I choose Komatsu over all other brands because they've proved that they're the most reliable. If you need exceptional construction equipment, and a company that will work hard for you, I recommend Komatsu!"

Dawn Mallard / D.Grimm, Inc. / Conroe, TX

KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com

MODERN JOBSITE SOLUTIONS

SMARTCONSTRUCTION provides a full suite of offerings to help implement technology

Technology continues to evolve at a rapid pace in the construction industry, and those companies that embrace and fully utilize it are more likely to win future bids and finish jobs faster and more profitably. Komatsu is committed to helping customers optimize their jobsite productivity through its SMARTCONSTRUCTION suite of offerings, including *intelligent* Machine Control dozers and excavators.

Available through Komatsu distributors, SMARTCONSTRUCTION provides aerial mapping, 3-D modeling, training and consultation, GPS hardware and jobsite setup. Komatsu-certified Technology Solutions Experts (TSEs) and SMARTCONSTRUCTION consultants can assist customers with technology implementation as well as optimization of the jobsite.

"We want every user to realize the full potential of their jobsite," stated Jason Anetsberger, Komatsu Senior Product Manager. "Technology is changing every day, and our customers want to be on the cutting edge. With SMARTCONSTRUCTION, we can help them access the latest innovations. Our TSEs and consultants have the knowledge and skills to help with every aspect, whether it's choosing the right *intelligent* machinery and implementing it into a fleet, training on base and rover usage or providing aerial mapping and other solutions that maximize production and efficiency."

Komatsu sparked a revolutionary leap in machinery with the introduction of its GPS-integrated *intelligent* Machine Control dozers in 2013. Excavators followed soon after. Komatsu developed SMARTCONSTRUCTION as a one-stop source for solutions that help *intelligent* Machine Control users maximize production and efficiency.



Jason Anetsberger,
Komatsu Senior
Product Manager

"For those new to *intelligent* Machine Control equipment, we offer initial instruction from our certified trainers on how to quickly and easily adopt the technology," said Anetsberger. "From there, we focus on consulting with customers to deliver the targeted jobsite efficiency improvements."

Improved accuracy with aerial mapping

One popular SMARTCONSTRUCTION service is aerial mapping, which gathers topographic data from above. Surveys can be completed before, during and after a project to measure existing and ongoing volumetric changes, stockpile calculations, record amounts of material moved and gather final as-built data.

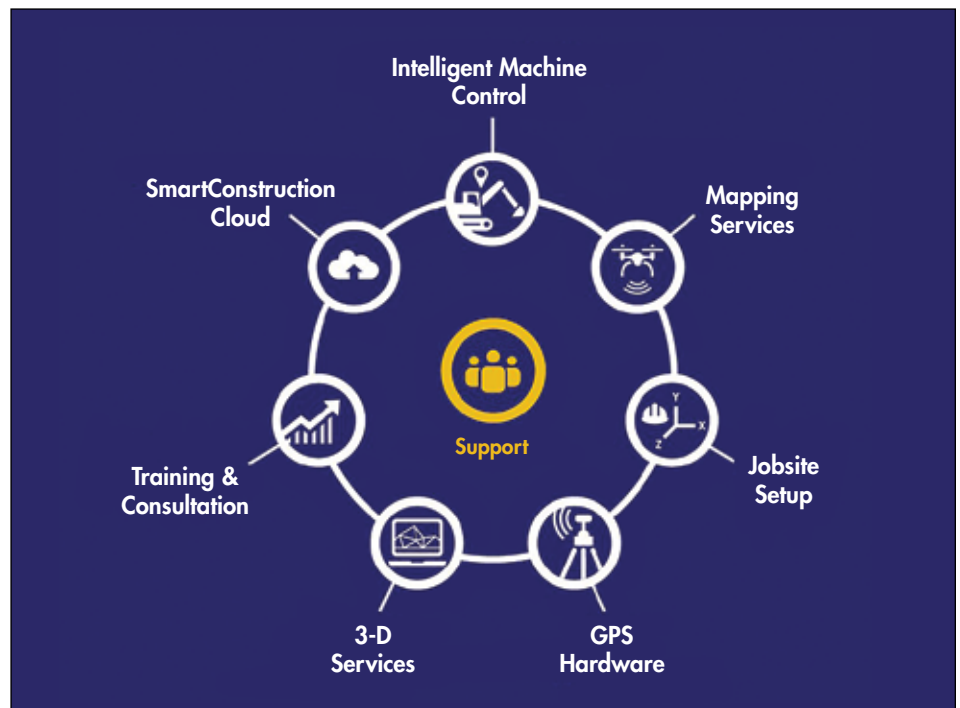
Anetsberger said customers are amazed by the resolution and accuracy of the data collected. The highly detailed information gathered prior to the start of a project

helps in preparing better estimates and bids, as well as in jobsite planning for greater production and efficiency.

During the construction phase, drones can finish numerous surveys per day without disrupting an active jobsite. That allows companies to get a more accurate picture of progress in less time compared to traditional methods.

"Aerial mapping with drones is something that customers request frequently," said Anetsberger. "Time savings is one of the main reasons. We find that it takes one drone operator roughly 30 minutes to survey a 40-acre site. Compare that to the half-day it typically takes a manned topography crew, and it's easy to see why there's a demand for this service. Additionally, on many jobsites, manned topography may measure only every 20 or 50 feet on a grid, whereas a drone can map nearly

Continued . . .



Komatsu's SMARTCONSTRUCTION program provides one-stop solutions to help *intelligent* Machine Control users maximize the advantages of the technology throughout a project.

Increasing demand for aerial mapping

... continued



Komatsu and its distributors have partnered with leaders in aerial mapping technology so that customers can enjoy the benefits of highly accurate, yet quickly gathered topographic data.

every tenth of a foot. That offers greater resolution and improved accuracy.”

Allows excavation companies to concentrate on moving dirt

SMARTCONSTRUCTION personnel can not only help companies utilize the data collected from aerial mapping, but also with other data services such as takeoffs.

3-D data modeling services are offered to provide customers of all sizes and capabilities with information for their GPS equipment.

“We are providing quality 3-D data, and our TSEs and consultants know how to optimize it for the machine and the application,” said Anetsberger. “With SMARTCONSTRUCTION, we are able to take all of the knowledge and data we have compiled and use it as a total solution to help our customers operate their jobsites at maximum efficiency. That lets earthmoving and excavation companies concentrate on what they do best – move dirt.” ■



Discover more

Komatsu Technology Solutions Experts and SMARTCONSTRUCTION consultants play a vital role delivering SMARTCONSTRUCTION services on the jobsite. Trained and certified by Komatsu, they are specialists at deploying technology to help operations run at peak efficiency.



GENUINE SUPPORT

THE LONGEST UNDERCARRIAGE COVERAGE IN THE INDUSTRY

Providing support for **Komatsu
Genuine Parts** — engineered
to last, to get the
most from your machine.



Komatsu Genuine Undercarriage Assurance

Conventional / General Construction /
Grease-Sealed Track:

4 years • 5,000 hours

PLUS (Parallel Link Undercarriage System):

5 years • 6,000 hours

See your Komatsu distributor for more information
on this industry-leading undercarriage coverage today!



Contact your Product Support Rep today
www.kirby-smith.com | 888-861-0219
sales@kirby-smith.com

KOMATSU®

GENUINESUPPORT

UNDERCARRIAGE
ASSURANCE

Komatsu Genuine Parts The Difference Matters™

KOMATSU®

WORKS FOR ME™

**"WE PUSH EVERYTHING
TO THE LIMITS."**

MORE RELIABLE.

"How does Komatsu work for our construction business? First it's their reliable, quality designed and built equipment. We can't afford downtime, and Komatsu's products are number one in our book. The support we receive from our dealer is outstanding as well. Training, parts, financing—we have experienced the best personal care with Komatsu. They just work best for us!"

Hunter and Clint Shackelford
Shackelford Construction / Yazoo City, MS

KOMATSU®
THAT'S WHY I AM KOMATSU

komatsuamerica.com

COMPLETE LINEUP

Customers test wide range of Komatsu equipment using a variety of materials at Demo Days

Construction equipment owners and operators from across the United States met at the Cartersville Customer Center in Georgia for the three-day fall Komatsu Demo Days event. To provide realistic working conditions, sand, gravel and rocks of various sizes were available so that customers could test machines to their fullest capabilities using materials consistent with their usual jobsites.

Each day began with a tour of the Chattanooga Manufacturing Operation in Tennessee, where many Komatsu excavator models are assembled. After a catered lunch and an informational session about KOMTRAX and Komatsu CARE, attendees made their way to the 45-acre demonstration site to test the latest equipment Komatsu offers.

"Demo Days featured more than 40 Komatsu machines for attendees to operate," explained Komatsu Director of Training and Publications Bill Chimley. "Customers could try out our full range of equipment, with Komatsu experts ready to answer any questions."

New competition

The newest addition to the event was a timed competition where participants used a Komatsu PC55MR-5 compact excavator to pick up and drop three rubber balls into a tub as quickly as possible. Daily winners earned a Komatsu jacket and all who finished in 30 seconds or less received a Komatsu hat.

"We work in a very competitive industry and wanted to introduce

some of that spirit into the event," said Rich Smith, Vice President, Product and Services Division, Komatsu America. "Our goal is to give the customers a new experience every time they visit the Cartersville Customer Center." ■

Online Exclusive



Scan to watch a video of one customer's experience at Demo Days.



The newest addition to Demo Days was a timed event where attendees operated a Komatsu PC55MR-5 compact excavator and competed to place three rubber balls into a bucket as quickly as possible.



Discover more at
KirbySmithConnection.com




The recent, three-day Demo Days event included more than 40 machines for guests to operate at the 45-acre Cartersville Customer Center demonstration site.

CLOSE TO OUR CUSTOMERS

 **WIRTGEN GROUP**


**WIRTGEN
GROUP**

 **WIRTGEN**

 **VÖGELE**

 **HAMM**

 **KLEEMANN**

For your success.

ROAD AND MINERAL TECHNOLOGIES. The WIRTGEN GROUP owes its strength to the excellence of its product brands - WIRTGEN, VÖGELE, HAMM and KLEEMANN - with their unique wealth of experience. Put your trust in the WIRTGEN GROUP.

➤ Find out more: www.wirtgen-group.com/america

WIRTGEN

/

VÖGELE

/

HAMM

/

KLEEMANN



www.kirby-smith.com

OKLAHOMA CITY, OK
6715 W. Reno • (405) 495-7820

TULSA, OK
12321 E. Pine St. • (918) 438-1700

MCALESTER, OK
4617 Powell St. • (918) 310-1550

DALLAS, TX
8505 S. Central Expwy • (214) 371-7777

FT. WORTH, TX
1450 NE Loop 820 • (817) 378-0600

ODESSA, TX
7301 E Interstate 20 E • (432) 333-7000

AMARILLO, TX
3922 I-40 East • (806) 373-2826

LUBBOCK, TX
3201 East Slaton Hwy • (806) 745-2112

ABILENE, TX
12035 Interstate 20 W • (325) 692-6334

PARTNERING FOR SUCCESS



Kirby-Smith Machinery adds value by teaming with customers and industry experts

We often discuss new technologies related to paving and road building in this column; however, for this issue, I will share success stories involving a not-so-cutting-edge concept that has new life through improved, precise delivery of materials, better methodology and the partnering spirit of Kirby-Smith Machinery.

While it is a hot topic now, full-depth reclamation is not a new idea. In actuality, the foamed bitumen (bit) process used to achieve it has been practicable for more than 20 years. Why is this technology just now gaining traction in Texas? Wirtgen has tweaked the methodology to get the exact amount of material in place on the road bed for a successful paving surface.

The two main tools of this method are the Wirtgen WLM 30 laboratory mixer and the Streumaster SW-16 spreader. The lab machine can duplicate the conditions of the material in the Wirtgen recycler's mixing drum, enabling an exact mix design for the material to be reclaimed. The Streumaster spreader distributes a precise amount of cement in front of the recycler, which is mixed in the drum with oil, water and the existing road bed material.

Demonstrated results

Our first success story on foamed bit took place last summer with Big Creek Construction. The job called for "in situ" reclamation of a two-lane, farm-to-market road using foamed bit and then an overlay of two-inch hot mix asphalt. Big Creek purchased a Wirtgen W250 recycler, Streumaster SW 16 spreader, and rented a Hamm H16 pad foot compactor for the initial compaction.

We were fortunate to have the expertise of Wirtgen's Mark Stahl for this project. Kirby-Smith Machinery and Big Creek personnel trained



Gary Corley,
Kirby-Smith
Paving & Compaction
Specialist

jointly with Stahl, and we were involved from the pre-construction meeting to the completion of the project. The results were outstanding, with all gradations and densities exceeding expectations. The foamed bit portion, eight miles of two lanes, was completed in 13 days, and the road was never closed to traffic. The job has become a study for TxDOT, and their interest in the foamed bit process has expanded.

To build upon that success, we are working on three more projects. One is in the Texas Panhandle with Gilvin-Terrill, Ltd., and two more in East Texas with R.K. Hall and Madden Contracting. For the East Texas projects, Kirby-Smith Machinery held a conference with participating

contractors and Stahl. The conference included a Q&A session as well as a presentation for a TxDOT team. Since then, we have generated a detailed activity calendar for each company involved in the project.

The rehabilitation-in-place process is the best option for owners and taxpayers. The foamed bit process uses all the existing material in the road without costly excavation and trucking, road closures, and it delivers a superior product quickly. With road rehabilitation, time truly is money. ■

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



Discover more at
KirbySmithConnection.com



Kirby-Smith Machinery adds value by partnering with customers and industry experts. One example is a road project handled last summer by Big Creek Construction of Lorena, Texas, on which the firm used a Wirtgen W250 recycler, like the one pictured above.

KOMATSU®

WORKS FOR ME™

**"WE'RE NOT A BIG COMPANY,
BUT KOMATSU TREATS US
LIKE WE ARE."**

BETTER SUPPORT.

"My cousin Thomas and I started our construction company on a wing and a prayer. We couldn't have done it without the financing, training, tech assistance and support we received from Komatsu and our distributor. The products are top quality. They make us efficient at our job, and feel connected—like they want to be our partner in this. That's why Komatsu works for us!"

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

KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com



PASSING THE TEST

Attention to detail is the key for Komatsu's Arizona Proving Grounds General Manager Neil Johnson

QUESTION: What is the Komatsu Arizona Proving Grounds?

ANSWER: It's a 660-acre facility in Sahuarita, Ariz., where up to 40 employees conduct research and development primarily for Komatsu mining haul trucks. However, with the formation of Komatsu Mining, we are expanding our reach to test other mining products. We currently have a PC7000 excavator and P&H 77XR drill here.

QUESTION: What kind of testing takes place at the facility?

ANSWER: We focus on three types of testing: performance, structural and durability. Typically, we address the first two on our site. We have a mine operation set up here, and we spend hours running the equipment through various exercises. Once we complete performance and structural testing, we closely monitor the durability of the machine at a customer's site for approximately 2,500 hours.

Continued . . .

Komatsu's Arizona Proving Grounds is a 660-acre facility north of Tucson in Sahuarita, Ariz. It primarily handles research and development for mining haul trucks and recently began testing other Komatsu Mining equipment and alternative technology.

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.



Neil Johnson,
General Manager,
Komatsu's Arizona
Proving Grounds

Neil Johnson has spent his entire career with Komatsu. After graduating with a degree in mechanical engineering in Newcastle, England, he began conducting research and development on excavators for Komatsu UK Limited.

"For nine years, I worked with wheeled, crawler, high-reach, road- rail, super-long-front and utility excavators," recalled Johnson.

In 2009, he moved stateside to Komatsu's U.S. Test Group (USTG) in Cartersville, Ga.

"When I came to the States, I visited customer sites and conducted many field tests," shared Johnson. "Then, I got involved with the *intelligent* Machine Control machines, which used a D51-22 dozer that was converted to the prototype for the D61PXi dozer."

Two years after arriving in Georgia, he moved to the Arizona Proving Grounds, where he served as Chief Engineer and was eventually promoted to his current role of General Manager. His tenure at the facility has included several exciting projects.

"One of the major events was moving to this current facility in 2015," noted Johnson. "We put a lot of thought into the building design, test courses and the mining site, in addition to installing permanent infrastructure for the Autonomous Haulage System."

In his free time, Johnson enjoys traveling with his wife, Angela, and riding motorcycles, in addition to mechanical projects.



Working to meet customers' high standards

... continued

QUESTION: What role does the Arizona Proving Grounds play in the development and testing of Komatsu's Autonomous Haulage System (AHS)?

ANSWER: We are the only Komatsu site that engages in AHS development

and benchmarking. We have the same testing process for AHS as we do for the trucks. The group in Peoria, Ill., handles the design and integration, and we put it to work in the field to validate performance. We ensure that the sensors in all structures meet life

expectancy and measure stress as well as vibration on those components.

Here in Arizona, we also analyze software updates before they are integrated into Komatsu equipment. Our group performs a stability test, which is a 150-hour exercise that searches for any failures in the system. If issues are detected, they are addressed and testing begins again. We pride ourselves on delivering products and technology that perform to our customers' high standards from the very beginning.

QUESTION: In addition to addressing equipment and technology, are there other ways you help customers increase productivity?

ANSWER: While equipment and technology are major components to efficient operation, we also look at site design. Sometimes removing three stop signs from an operation or changing an incline can result in significant fuel savings, so we work with customers to address those as well.

QUESTION: What does the future look like for the Arizona Proving Grounds?

ANSWER: We have several new things coming up, including larger customer events. In the past, we primarily hosted individual customer demos, but, for the first time, we recently held an AHS event for a group of customers, and we have others planned. It's exciting to open the doors to the facility so that people can see it and experience the equipment, because both are really impressive.

We will continue to work with AHS, including testing the Innovative Autonomous Haul Vehicle. It is the world's first cabless, driverless haul truck. Komatsu debuted the prototype at MINExpo in 2016. After the show, it came straight here for testing. It's been a very good research platform. ■



Equipment goes through rigorous testing at the Arizona Proving Grounds. "We focus on three types of testing: performance, structural and durability," said General Manager Neil Johnson. "We have a mine operation set up here, and we spend hours running the equipment through various exercises."

In addition to equipment and technology testing, the Arizona Proving Grounds evaluates mining site plans to help customers layout their operations in the most efficient manner.





Let us keep your equipment in top condition **Schedule Your Inspection Today**

Machine uptime is crucial for your success and regular equipment maintenance is the key to ensuring long-term reliability, performance and value.

Your Kirby-Smith Machinery Product Support Sales Representative (PSSR) will perform a no-obligation walk-around inspection and provide a written evaluation and quotation for any items that could lead to future downtime. Your PSSR is your partner in managing your fleet's Repair and Maintenance needs.



PSSRs can help you with:

- Managing the details of your equipment maintenance and repair to ensure maximum productivity, availability and warranty compliance
- Improving scheduling and recording of necessary maintenance and repair of your fleet
- Performing custom track service and undercarriage inspections
- Completing regular machine walk-around inspections
- Customizing solutions for any equipment repair and parts needs
- Reviewing technical analysis reports
- Predicting when a major component needs repair or overhaul
- Finding you the best repair options for your company
- Supplying items such as machine attachments, ground engaging tools, filters, batteries, hardware, etc.

No matter what your equipment fleet is made of, Kirby-Smith will help you get the most out of it!

Call us today to schedule your Free Walk-Around Inspection!

Special Parts and Service Financing is available for certain makes and models.

Please discuss options with your PSSR.

Abilene	Amarillo	Dallas
877.577.5729	800.283.1247	800.753.1247
Ft. Worth	Kansas City	Lubbock
877.851.9977	877.851.5729	866.289.6087
Odessa	Oklahoma City	St. Louis
877.794.1800	800.375.3339	866.279.1392
Tulsa	McAlester	
800.375.3733	910.310.1550	
www.kirby-smith.com		



MAKING MORE TOP OPERATORS

Komatsu helps build combination of skilled operators and well-designed machines for maximum production

Ask any group of construction equipment owners about the importance of their operators, and chances are you will hear very positive comments about the people in their cabs. That's because, according to Kurt Wilson, it takes a combination of well-designed machines and proficient operators to achieve top production.

Wilson is one of three corporate trainers certified and qualified by Komatsu to offer expert-level instruction. They work with equipment owners and their staff members to help them get the most from Komatsu machines. With years of experience running equipment –

as well as delivering training – all Komatsu corporate trainers have the skills and knowledge to help companies increase job efficiencies and operators enhance their skills.

They offer training at Komatsu's Cartersville Customer Center in Georgia or at a customer's requested location.

"As we work with operators, we are learning too," said Wilson. "We have techniques, tips and information about the machines that we can share based on our experiences. At the same time, they often provide us with valuable insight that we can incorporate into our training and pass along to others. It's a two-way street."

Focusing on safety

Safety is of utmost importance, so Komatsu corporate trainers emphasize it in every session. "Once we have established that safety comes first, then we typically begin with classroom activities," explained Todd Bresemann, another Komatsu trainer. "During these meetings, we present information about the machines, and, at the same time, participants help us better understand their particular circumstances and needs."

When a group moves from the classroom to a site, they begin with a complete walkaround of the machine. "We go over pre-operation inspections thoroughly, then move to systems, functions and actual operation," said Jason Gillard, the third training team member.

"We help operators familiarize themselves with the latest machine features as well as proven operational techniques," noted Gillard. "Our aim is to assist those who run equipment to boost operational effectiveness, and to do so in ways that reduce maintenance issues. That leads to increased machine availability, which, in turn, provides even greater output and lower per-ton and per-yard costs."

"Observing people in action is always part of the process, with the goal of pointing out strategies to use the machinery most effectively," added Wilson. "We want to see companies achieve the greatest returns on their equipment investment as possible, and we know that skilled employees are one of the keys to doing that." ■

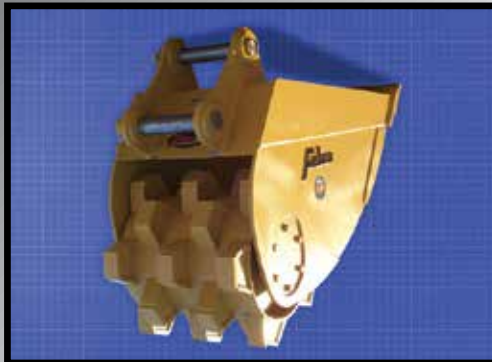


► VIDEO

(L-R) Komatsu Corporate Trainers Kurt Wilson, Todd Bresemann and Jason Gillard assist companies in improving return on investment through hands-on and classroom learning. Training can be arranged through your Komatsu distributor.



Discover more at
KirbySmithConnection.com



Felco Industries

EXCAVATOR ATTACHMENTS & PRODUCTS FOR THE UNDERGROUND UTILITY & CONSTRUCTION INDUSTRY

By using Felco's 2-in-1 integrated compaction buckets, you will save both time and money—backfill and compact with a single attachment.

Felco products have been proven to deliver 20% or more in efficiency gains.



felco-ind.com

1-800-221-5427



www.kirby-smith.com



BIRD'S-EYE VIEW

New camera system gives operators unparalleled look at work area from excavator cab

Jobsites are often described as choreographed chaos – multiple machines and workers completing tasks in tight spaces and under extreme deadline pressure. That is why Komatsu developed KomVision, a multi-camera system that helps operators better track activity around their machines.

“Rearview cameras are already standard on our machines today; this was the next logical step,” said Komatsu Senior Product Marketing Manager, Tracked Products Kurt Moncini. “Inside an excavator, the counterweight as well as the engine and pump compartments create unavoidable blind spots for the operator. KomVision helps eliminate them and improve situational awareness for everyone on a jobsite.”

KomVision uses software to stitch together video from mounted cameras and then displays it on the



Kurt Moncini,
Komatsu Senior
Product Marketing
Manager,
Tracked Products

in-cab monitor in real-time as one image that looks as if it were filmed from above the machine.

“It gives the operator a bird’s-eye view of everything surrounding the excavator,” Moncini added. “This is a great feature, especially for those who work in confined spaces. The operator has a complete view of the area to locate poles, equipment or crew members near the machine. It significantly improves situational awareness.”

KomVision is currently available on six Komatsu excavators – PC170LC, PC238USLC, HB365LC, PC650LC, PC1250 and PC1250LC – and Moncini expects that number to increase in the near future.

Customized views

On standard excavators, the four-camera system captures a 300-degree view, while short-tail

models use three cameras to monitor 240 degrees, with the remaining area in clear, first-person view of the operator. KomVision’s view reaches beyond a fully extended arm and bucket to cover the entire work zone. Additionally, the counterweight swing radius is marked with a red line while a yellow one denotes a “caution area” with a radius that is two meters wider.

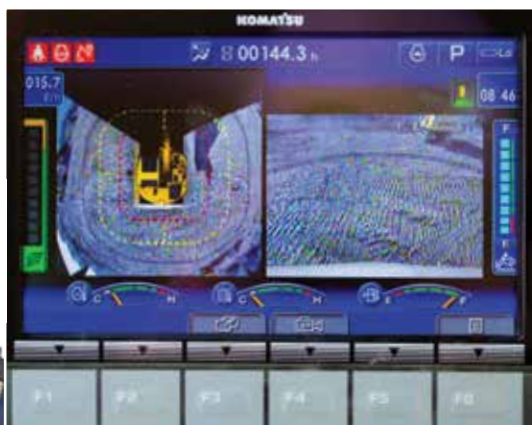
“You get an optimal view of your surroundings to easily identify any potential hazards within those zones,” noted Moncini. “Increasing an operator’s situational awareness is the primary objective.”

Operators can use the default, split-screen mode, which displays the bird’s-eye view on the left and a selectable camera view on the right, or they can switch to full-screen mode to display the feed from all cameras simultaneously.

“When backing up, for example, the operator can use the split-screen mode to see the rearview camera on one side and the overhead view on the other,” noted Moncini. “It’s customizable and easy to toggle between cameras.” ■

KomVision uses multiple cameras mounted on the exterior of an excavator to compile video from the machine’s blind spot and then uses software to stitch it all together and display a real-time, bird’s-eye view on the in-cab monitor.

Discover more at
KirbySmithConnection.com



▶ VIDEO



RAMP



Repair and Maintenance Program

Whether you have one machine or 50, your equipment deserves the same care that Kirby-Smith gives its own rental fleet. That's why we offer a variety of service programs to fit your needs and to help get the best performance out of your equipment.

- Repairs and maintenance at a fixed cost
- No minimum charges — payment is based on actual hours of operation
- Repairs before failure
- Coverage exceeds any available warranty
- Eliminate unknown maintenance and repair expenses

The RAMP program provides a fixed, hourly cost that can be used to budget accurately and to plan your operating expenses throughout the contract term. From hydraulic leaks to engine failures, your machine is repaired with no additional cost.

- Reduce your company's owning and operating costs by 10%
- Increase your machine availability up to 30%
- Generate more income with Komatsu equipment
- Increase your equipment trade-in value by 15%
- Improve your machine productivity by 15% with our RAMP

For more information, contact your sales representative today or call the Kirby-Smith Machinery location nearest you.

Abilene 877.577.5729	Amarillo 800.283.1247	Dallas 800.753.1247	Ft. Worth 877.851.9977	Kansas City 877.851.5729	
Lubbock 866.289.6087	Odessa 877.794.1800	Oklahoma City 800.375.3339	St. Louis 866.279.1392	Tulsa 800.375.3733	McAlester 918.310.1550

www.kirby-smith.com

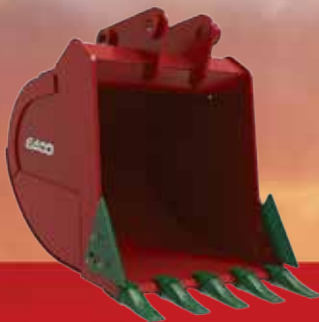
Not available at all locations



ESCO®
A Weir Group Division

ESCO®
Attachments

BRINGING QUALITY, INNOVATION & SUPPORT TOGETHER



XDP Bucket



HDP Bucket



ESCO AND KIRBY-SMITH MACHINERY, INC. An Unbeatable Combination of Performance and Service

ESCO excavator buckets are trusted for productivity and reliability. Precision engineered, our buckets feature the ESCO Ultralok® tooth system with its integrated hammerless lock that offers safe and easier tooth replacement. These features, combined with premium materials and skilled fabrication, deliver one of the most durable, high performance buckets available.

Ultralok® Tooth System



Contact Kirby-Smith Machinery, Inc. for expert guidance and service to meet your excavating needs.

Abilene 877-577-5729
Amarillo 800-283-1247
Dallas 800-753-1247

Ft. Worth 877-851-9977
Lubbock 866-289-6087
Odessa 877-794-1800

Oklahoma City 800-375-3339
Tulsa 800-375-3733
McAlester 918-310-1550

2 BILLION TONS HAULED

FrontRunner autonomous haulage system sets record with latest milestone

The numbers doubled quickly. In 2016, Komatsu's FrontRunner Autonomous Haulage System (AHS) marked 1 billion tons hauled since its first commercial deployment in 2008. Then, in 2018, AHS hit the 2-billion-ton mark, which is higher than all other commercial systems combined.

The feat was accomplished with more than 130 driverless trucks in operation in mines across the world. The number of tons hauled will keep rising significantly, with an additional 150 trucks slated for deployment in the Canadian oil sands throughout the next seven years.

"AHS continues to play an increasingly crucial role in effective mine management as more and more operations transition from manned to unmanned fleets," said Dan Funcannon, Vice President/General Manager, Large Mining Truck Division, Komatsu America. "As the demand for AHS grows, Komatsu will continue raising the bar in an effort to help mines



Dan Funcannon,
Vice President/
General Manager,
Large Mining
Truck Division,
Komatsu America

provide safer environments, maximize production and reduce operating costs."

Future focused

Komatsu has accelerated the pace of AHS deployment by working closely with customers and educating them about the system's 10-year, zero-harm and productivity record as well as unmatched ability to accommodate an array of mining environments.

Today's FrontRunner system operates around the clock to haul copper, iron and oil sands at seven sites across three continents.

"The ongoing investment in technology and equipment by major mining companies underscores their belief in the value of autonomous haulage," said Anthony Cook, Vice President Autonomous

and Communications Solutions at Modular Mining Systems, a subsidiary of Komatsu.

Komatsu's best-in-class approach for FrontRunner AHS brings the world's best-selling, ultra-class dump trucks together with Modular Mining Systems' industry-leading DISPATCH Fleet Management System, the preferred management system in nine of the 10 largest mining operations in the world. The system enables 100-percent compliance with proven optimization methodology, delivering unrivaled performance.

Komatsu plans to enhance AHS' mixed-operations functions. In an effort to enhance safety and efficiency, Komatsu is working with industry stakeholders to standardize interoperability between Komatsu and non-Komatsu autonomous vehicles. ■

Komatsu's FrontRunner Autonomous Haulage System passed the 2-billion-tons hauled mark recently. Commercial deployment of the driverless trucks began in 2008, and today there are more than 130 of them in operation around the world.



The original leader in construction sweepers



Broce Broom

With a wide range of options, Broce Brooms are versatile enough to handle nearly any sweeping challenge. From optional curb sweepers and water spray systems to scraper blades and a choice of engines, you can customize your Broce broom to meet individual job site needs.

For more information about the Broce 350 Series sweeper, contact:



Oklahoma City

6715 W. Reno
(405) 495-7820

Tulsa

12321 E. Pine St.
(918) 438-1700

McAlester

4617 Powell St.
(918) 310-1550

Dallas, TX

8505 S Central Expy
(214) 371-7777

Ft. Worth, TX

1450 NE Loop 820
(817) 378-0600

Why the Broce 350 sweeper?

hydraulic controlled broom • hydrostatic drive w/ 2 speed gear box • low maintenance • easy access to parts

GENUINE SUPPORT

THE BEST OEM REMAN WARRANTY COVERAGE IN THE INDUSTRY

Komatsu Genuine Reman commitment to quality – matches original equipment specifications, quality and performance.



Komatsu Genuine Reman Warranty Coverage (Standard)

Applies to Genuine Reman Components:

1 year • Unlimited hours

Komatsu Genuine Reman Component Quality Assurance

4 years • 10,000 hours

Complete Engines/Transmissions/Torque Flows/Final Drives/Differentials/Axle Assemblies/Travel Motors/Main Hydraulic Pumps

See your Komatsu Distributor for more information on this industry-leading Reman coverage today!



Contact your Product Support Rep today

www.kirby-smith.com | 888-861-0219

sales@kirby-smith.com

KOMATSU®

GENUINESUPPORT REMAN ASSURANCE

Komatsu Genuine Parts The Difference Matters™

NEW WATER LEGISLATION

America's Water Infrastructure Act provides billions for Corps of Engineers and drinking-water projects

Congress recently passed and President Trump signed America's Water Infrastructure Act that authorizes more than \$8 billion for a wide range of undertakings. The measure divides the total dollars, with \$3.7 billion dedicated

to Army Corps of Engineers work and \$4.4 billion for drinking-water projects.

The legislation includes authorization of the Water Development Resources Act (WDRA), giving the Army

Corps of Engineers funds for work on items such as locks and dams on the nation's rivers, which are used to convey commodities, including aggregates and grain. "A WDRA bill establishes the priorities," said Mike Steenhoek, Executive Director of Soy Transportation Coalition in a harvestpublicmedia.org story.

Reauthorization of the Environmental Protection Agency's (EPA) Drinking Water State Revolving Fund for the first time since 2003 is included in the act. It doubles the loan program's authorized spending to \$1.95 billion by the third year.

Loan program included

Additionally, the legislation included the EPA's Water Infrastructure Finance and Innovation Act (WIFIA) loan program for two years at \$50 million annually. It also removed WIFIA's pilot designation. "The reauthorization of WIFIA at \$50 million – and the fact that it is no longer a 'pilot' – is a significant milestone and a great victory for the entire water sector," said American Water Works Association CEO David LaFrance.

Other organizations also hailed the bipartisan bill, which both the House of Representatives and the Senate overwhelmingly passed. "This legislation reinforces the critical role that municipal water infrastructure plays in communities all across the nation, as well as the need for robust federal funding to help support this infrastructure," said Adam Krantz, CEO of the National Association of Clean Water Agencies. "The association thanks Congress for its leadership on this issue and is committed to continued efforts to elevate water as a top national priority." ■

America's Water Infrastructure Act allocates more than \$8 billion for a wide range of projects. It authorizes the Water Development Resources Act and reauthorizes the Drinking Water State Revolving Fund.





ATTACHMENTS

NPK

NPK manufactures an extensive line of the most productive attachments, offering you a wide variety of solutions to most of your construction, demolition, recycling, mining and quarrying needs! The NPK trademark has become a symbol for quality products worldwide, including the greatest selection of hydraulic hammers, pedestal boom systems, primary/secondary crushers, scalars, compactor/drivers, and material processors.

**Please contact your
local Kirby-Smith Machinery Branch**



www.kirby-smith.com

Tulsa, OK • (918) 438-1700
Oklahoma City, OK • (405) 495-7820
McAlester, OK • (918) 310-1550
Amarillo, TX • (806) 373-2826
Dallas, TX • (214) 371-7777

Fort Worth, TX • (817) 378-0600
Abilene, TX • (325) 692-6334
Lubbock, TX • (806) 745-2112
Odessa, TX • (432) 333-7000

**visit us on the web at
www.npkce.com**



Hydraulic
Excavator
Thumbs



Solesbee's®



Excavator
Thumbs



Excavator
Demolition
Grapples



Excavator
Grapples



Excavator
Wood
Shears



Stump
Pullers



Loader
Forks



Loader Rakes
with
Top Clamp



Skid Steer
Bucket Grapples



Skid Steer
Buckets



Skid Steer
Grapple Rakes



Skid Steer
Brush Cutters



Skid Steer
Forks

All attachments available for on time delivery!

770-949-9231

800-419-8090

www.solesbees.com

SERVING YOU BETTER

KS Connection blog offers convenient way to connect and stay updated on latest industry news and trends

Want to stay on top of the latest news from Kirby-Smith Machinery? Now, it's easier than ever with the new KS Connection Blog. An extension of the great content you find in the Kirby-Smith Connection magazine, the KS Connection Blog is also the easiest way to keep up with information from Kirby-Smith on new hires and products, store openings and customer spotlights. We also share the latest from our manufacturers; tips and best practices for your equipment; technology updates; and helpful safety information.

Visit our blog today at www.kirby-smith.com/ksconnection or find it on the top file menu of our website. You can subscribe online to set up your own communication preferences, including the print and digital version of KS Connection magazine and email updates. ■



The KS Connection Blog by Kirby-Smith Machinery features tips and best practices for equipment, technology updates and useful safety information.



The Power of Combined Excellence®

**PALADIN OFFERS
THE WIDEST BREADTH
OF ATTACHMENT
SOLUTIONS ACROSS ALL
APPLICATIONS**

**CONSTRUCTION
MATERIAL HANDLING
VEGETATION MANAGEMENT
LAND CLEARING
LANDSCAPING
AGRICULTURE MATERIAL HANDLING
SNOW REMOVAL
ENERGY
DEMOLITION**

BRADCO CP CUSTOMWORKS CWS FFC HARLEY JEWELL J:B KODIAK McMILLEN SWEEPSTER



Division of
IES INTERNATIONAL
EQUIPMENT
SOLUTIONS

www.paladinattachments.com



The Authority on Pipeline Construction Solutions



Whether you need excavators, dozers, loaders, cranes or specialty equipment such as pipelayers, hammers, padding buckets and material handling systems for pipe, we can help you find the best equipment solutions to maximize jobsite productivity.

Rentals – Sales – Parts – Service - Financing

**Loaders • Dozers w/ A Blade & Winch • Excavators
Articulated Trucks • Pipelayers • Cranes and Boom Trucks
Telehandlers • Trailers • Rubber Tracked Carriers
Padding Buckets • Mulchers**



Joe Trapani

Director, Pipeline Services Division

jtrapani@kirby-smith.com

(713) 898-1901



Scott Jeter

Pipeline Services Account Manager

sjeter@kirby-smith.com

(281) 702-6903



Derek Birdwell

Pipeline Services Account Manager

dbirdwell@kirby-smith.com

(903) 721-2060

Kirby-Smith Locations

Abilene	Amarillo	Dallas	Ft. Worth	Kansas City	Lubbock	Odessa	St. Louis	Oklahoma City	Tulsa	McAlester
877.577.5729	800.283.1247	800.753.1247	877.851.9977	877.851.5729	866.289.6087	877.794.1800	866.279.1392	800.375.3339	800.375.3733	918.310.1550

Pecos, TX coming soon

Covering Pipelines Across the United States

All machines are not
available at all locations.

Kirby-Smith Machinery expands footprint with new location in McAlester, Okla.

To better serve customers in southeast Oklahoma, Kirby-Smith Machinery recently opened a new branch in McAlester. The full-service facility carries new and used equipment for sale and rent, a large parts inventory as well as reliable shop and field service.

Sales staff for the location include Territory Manager Ron Allen and Product Support Representative Brian DeVore. Branch Manager Bruce Taylor oversees operations for this new facility, which is located at 4617 Powell Street. The phone number is 918-310-1550.

"We are very excited about our newest branch location in McAlester," said Kirby Smith Chief Operating

Officer and Executive Vice President Jeff Weller. "It is strategically located to ensure that existing and new customers in the area receive the care they deserve. We see a lot of positive growth on the 75 corridor in both Oklahoma and Texas, and this McAlester office will fill in the distance that existed between Tulsa and Dallas."

The McAlester location carries the same manufacturing lines as its sister



Ron Allen,
Territory Manager



Brian DeVore,
Product Support
Representative



Bruce Taylor,
Branch Manager

branches in Oklahoma City and Tulsa – Komatsu earthmoving equipment, Wirtgen Group road building products, Takeuchi compact machinery, Terramac crawler carriers and Manitowoc Cranes, which include the Grove and National brands. ■

Seth McColley tabbed as Vice President, Human Resources

Kirby-Smith Machinery, Inc. announced the hiring of Seth McColley as Vice President of Human Resources. In his new role, McColley will lead people strategy, rewards, talent management, recruiting and leadership development and learning, while also creating an integrated team that will continue to strengthen the culture for the company's 500 employees in 11 branches throughout Oklahoma, Texas, Kansas and Missouri.

McColley brings more than 22 years of human resources leadership experience from McCarthy Building Companies, Jiffy Lube, Pizza Hut and AT&T, and he comes to Kirby-Smith at a time of rapid expansion. He will serve as part of the senior leadership team to ensure that Kirby-Smith Machinery continues to differentiate itself as an employer

of choice within the heavy equipment distributor community. McColley will focus on unleashing the potential of the organization's employees through strategies that facilitate training, leadership development and mentorship, as well as recruiting top talent and retaining top-performing employees.

"Our people are the greatest resource at Kirby-Smith Machinery, and we are fortunate to have such an experienced leader in this critical role," said Jeff Weller, Chief Operating Officer and Executive Vice President. "The heavy equipment industry is experiencing a transformation and, as we adapt to and lead during these changing times, Seth's contributions will be critical to



Seth McColley,
Vice President,
Human Resources

our continued leadership to our employees, partners and customers."

"I've worked for a number of different companies within several industries through the course of my career, and while people are people, no matter what they're building, selling, distributing, creating or doing, Kirby-Smith just feels like 'home,'" said McColley. "I'm elated about the opportunity to work with this team and these people. We are one Kirby-Smith!"

McColley earned a bachelor's degree from the University of Texas and his MBA from the University of Phoenix. He currently lives in Texas with his wife, Nelly, and their two children. ■

Takeuchi

From World First to World Leader

ADVANCED TECHNOLOGY
OF A **WORLD LEADER**

Innovation and quality are what Takeuchi is known for. Our family of great machines have been a part of the construction industry for over 50 years. When *PERFORMANCE*, *RELIABILITY*, and *PROFIT* matter, you deserve a world leader on your team. Takeuchi offers a wide range of excavators, track loaders, wheel loaders and skid steer loaders to help you get your job done.

INNOVATION
RELIABILITY
POWER
DURABILITY
EST. 1963
PERFORMANCE
QUALITY



Takeuchi Fleet Management is available on most models. See your dealer for details.



888-861-0219

www.kirby-smith.com

Oklahoma City
6715 W. Reno Ave.
Oklahoma City, OK 73127

Abilene
12035 Interstate 20W.
Abilene, TX 79601

Lubbock
3201 East Slanton Hwy
Lubbock, TX 79404

Tulsa
12321 E. Pine Street
Tulsa, OK 74116

Amarillo
3922 I-40 E.
Amarillo, TX 79103

Odessa
7301 E. Interstate 20 E.
Odessa, TX 79765

McAlester
4617 Powell St.
McAlester, OK 74501

< For more information on this model or any other great Takeuchi machine, visit takeuchi-us.com >

The people of Kirby-Smith Machinery who are always proud to serve you



CORPORATE CONTACTS

Ed Kirby, President
Jeff Weller, Chief Operating Officer & EVP
Del Keffer, VP Sales
JD Young, VP & Chief Financial Officer
Chris Kirby, VP Property Management
Rickey Bailey, VP Crane Division
John Arapidis, VP Major Accounts
Bradley Campbell, VP Product Support
Seth McColley, VP of Human Resources
Phil Belcher, Controller
Randy Short, Corporate Inventory Mgr.
James Powell, Director of Paving and Minerals
David Mehrtens, Director of ReMarketing & Used Equipment
Bryce Puckett, General Rentals Mgr.
Christopher Carroll, Rental Fleet Maintenance Mgr.
Tim Peterson, General Parts Mgr.
James Lincoln, Safety & Environmental Director
Lonnie Kilgore, Finance Mgr.
Susan Rader, Finance Mgr.
Cynthia Jessen, Purchasing Mgr.
Jennifer Gordon, Marketing Mgr.
Kathy Dunn, Director of Human Resources
Chad Shepard, Technical Trainer/Recruiter
Ben Sittin, Director of Recruiting, Training & Technical Support
Jay Van Duzer, Product Trainer
Kevin Chastain, General Service Mgr.
Kelly Shuffield, General Service Mgr., Crane Division

PIPELINE SERVICES DIVISION

Joe Trapani, VP & General Mgr., Pipeline Services
Derek Birdwell, Account Mgr., Pipeline Services
Scott Jeter, Account Mgr., Pipeline Services
Jason Rogers, Service Mgr., Pipeline Services
Tom Richards, Parts & Service Sales Rep.

OKLAHOMA CITY, OK

Bill Gustafson, OK Senior Director Sales
Ryan Bebee, Territory Mgr.
Brad Howard, Territory Mgr.
Don Jacobson, Territory Mgr.
Chad Murphy, Territory Mgr.
Dean Traylor, Territory Mgr.
Pud Wood, Governmental Sales
Mike Wolf, Governmental Sales
Jeff Cavaness, Crane Div. Account Mgr.
Dewayne McDaris, Rental Mgr.
Josh Layman, Rental Sales Rep.
Larry Hollen, Parts & Service Sales Rep.
Bud Sears, Parts & Service Sales Rep.
Wayne Walker, Parts & Service Sales Rep.
Dusty Odom, Parts Mgr.
John Martin, Service Mgr.
Aaron Cox, Crane Product Service Mgr.
Darrin Gourley, Product Service Mgr.
Charles Owens, Product Service Mgr.
Earl "Gene" Priddy, Product Service Mgr.
Austine Redwine, Product Service Mgr.

TULSA, OK

Bruce Taylor, Branch Mgr.
Bill Gustafson, OK Senior Director Sales
Peyton Chatham, Territory Mgr.
Mike Green, Territory Mgr.
Dan Rutz, Territory Mgr.
Chuck Riddle, Governmental Sales Mgr., OK
Ted Terwort, Governmental Sales
Brian Burris, Rental Mgr.
Chad Lair, Rental Sales Rep.
Jeff Statum, Parts & Service Sales Rep.
Brian DeVore, Parts & Service Sales Rep.
Gregg Ash, Parts Mgr.
George Cross, Service Mgr.
Aaron Cox, Crane Product Service Mgr.
Kurt Maxwell, Product Service Mgr.
John Martin Jr., Product Service Mgr.
Travis Bolden, Product Service Mgr.

MCALESTER, OK

Bruce Taylor, Branch Mgr.
Bill Gustafson, OK Senior Director Sales
Ryan Sanders, Product Support Supervisor
Ronald Allen, Territory Mgr.

DALLAS, TX

Chad Cox, Sales & Operations Mgr.
Craig Doran, Territory Mgr.
Pat Farquharson, Territory Mgr.
Bill Hitchcock, Territory Mgr.
Justin Kahle, Territory Mgr.
Braxton Britting, Territory Mgr.
Sol Gieser, Governmental Sales Mgr., Texas
Colin Brown, Governmental Sales
Dan Thompson, Governmental Sales
Pam Duncan, International Sales/Equip. Appraisals
Alan Soab, Rental Mgr.
Chase McKinney, Rental Sales Rep.
Ryan Swanson, Rental Sales Rep.
Roddy Conner, Parts & Service Sales Rep.
Stephen Moore, Parts & Service Sales Rep.
Mike DeLaTorres, Parts Mgr.
Gary Boyd, Service Mgr.
Robert Deaton, Product Service Mgr.
Jason Edens, Product Service Mgr.
Jim Faunce, Product Service Mgr.
Brandon Hacker, Product Service Mgr.
Harrold Clemons, Industry Mgr., Crushing & Screening Equipment
Rebecca McNatt, Komtrax Mgr.
Gary Corley, Paving & Compaction Specialist

ODESSA, TX

Randy Bailey, Sales and Operations Mgr.
JP Cotton, Territory Mgr.
Kevin Demel, Territory Mgr.
Mike Fuentes, Rental Mgr.
Mark Millage, Service Mgr.
James McGehee, Product Service Mgr.
Angelica Aguilar, Service Supervisor
Casey Smith, Parts & Service Sales Rep.
Stephen Anderson, Parts Mgr.
Moises Vega, Product Service Mgr.

www.kirby-smith.com

FT. WORTH, TX

Paul Bell, Sales and Operations Mgr.
Keelan Crosby, Territory Mgr.
Terry Lyness, Territory Mgr.
Trey McNeel, Territory Mgr.
Ron Weaver, Territory Mgr.
Jason Wolfe, Territory Mgr.
Kevin Taylor, Territory Mgr.
James McDonnell, Governmental Sales
John Arterberry, National Crane Account Executive
Kraig Gilliam, Rental Mgr.
Jacky Miller, Rental Sales Rep.
Chad White, Parts & Service Sales Rep.
Philip Hearrean, Parts & Service Sales Rep.
Chip Leatherwood, Crane Parts & Service Sales Rep.
Christopher Raymond, Parts Mgr.
Buddy Larence, Service Mgr.
Kenneth Cox, Product Service Mgr.
Kent Flanagan, Product Service Mgr.
Travis Pierce, Product Service Mgr.
Michael Jarriel, Crane Product Service Mgr.
Nathan Woodward, Sales Support Mgr.

ABILENE, TX

Paul Bell, Sales and Operations Mgr.
Todd Coffey, Territory Mgr.
Kraig Gilliam, Rental Mgr.
Christopher Raymond, Parts Mgr.
Cody Christopher, Parts & Service Sales Rep.
Garrett Lindley, Product Service Mgr.

AMARILLO, TX

Chuck Thompson, West TX Area Mgr.
Brady McAlister, Territory Mgr.
Britt Stubblefield, Territory Mgr.
Shane Westbrook, Rental Sales Rep.
Thomas Mayfield, Parts & Service Sales Rep.
Joe Phillips, Parts Mgr.
Randy Akins, Service Mgr.
Joe Jenkins, Product Service Mgr.

LUBBOCK, TX

Chuck Thompson, West TX Area Mgr.
Brent Snapp, Territory Mgr.
Obed Hernandez, Territory Mgr.
Joe Phillips, Parts Mgr.

KANSAS CITY, KS

Tim Yauilla, Branch Mgr.
Galen Harvey, Parts & Service Supervisor
Shawn Stevens, Territory Mgr.
Joel Thomason, Territory Mgr.
Philip Brown, Rental Sales Rep.
Mark Tadlock, Parts & Service Sales Rep.
Shane Schartau, Crane Div. Account Mgr.

ST. LOUIS, MO

Ray Jost, Branch Mgr.
Bruce Bayless, Crane Div. Account Mgr.
Christopher Ware, Crane Div. Account Mgr.
Tim Carothers, Service Mgr.



DISCOVER THE DIFFERENCE.

Conquer even the most inaccessible jobsites imaginable with the Terramac family of crawler carriers. They're ideal for hauling materials to build temporary roadways and provide access solutions to pipeline projects. Thanks to their rubber tracks, these machines boast a low ground pressure that protects sensitive ground conditions.

The RT6, RT9 and RT14 are easily customizable with a range of attachments from hydroseeding units to welders, while the RT14R offers a dump bed or flat bed and 360-degree rotation for precision even in confined spaces. And they're all backed by our highly trained service and support professionals, so you'll stay up and running no matter how difficult the job.

Visit **Terramac.com** to learn more or demo one today at your nearest Kirby-Smith location.



TERRAMAC[®]



Find a Kirby-Smith location near you!
www.kirby-smith.com/branches/locations



USED EQUIPMENT

"One of the largest sources of used Komatsu equipment in North America"



2016 Komatsu D65PX-18,
KM16294X, 3,509 hrs., \$269,250



2010 Komatsu WA320-6,
KM10389X, 14,112 hrs., \$49,500



2013 Komatsu PC240LC-10,
KM13318X, 6,335 hrs., \$89,500

Year/Make/Model	Stock #	Hrs.	Price
-----------------	---------	------	-------

CRANES

2006 Grove RT890E	GR06562X	8,700	\$310,000
2008 Grove RT890E	GR08698	8,760	\$350,000
2010 Grove RT9130E	GR10814	9,375	\$600,000
2008 Grove TMS9100E	GR08726X	12,915	\$525,000
1999 Grove TMS540	AL10001	2,384	\$110,000
2000 Grove TMS540	AL10002	3,686	\$125,000
2001 Grove GMK5120B	AL10005	5,851	\$295,000
2000 Grove GMK5210	AL10006	6,456	\$590,000
1997 Grove RT635	AL10007	9,974	\$75,000
1998 Link-Belt HTC8650	AL10003	19,097	\$125,000
2010 Tadano TM1052	TD10036	7,300	\$99,750

EXCAVATORS

2011 Komatsu PC138USLC-8	KM11737X	5,800	\$69,500
2016 Komatsu PC55MR-5	KM16283X	936	\$59,500
2013 Komatsu PC360LC-10	KM13251X	4,510	\$178,900
2013 Komatsu PC160LC-8	KM13283X	3,936	\$84,500
2011 Komatsu PC200LC-8	KM11831X	8,661	\$64,750
2011 Komatsu PC138USLC-8	KM11660D	6,189	\$59,750
2016 Komatsu PC210LC-11	KM16202M	4,880	\$109,800
2012 Komatsu PC290LC-8	KM12433D	5,860	\$104,600
2013 Komatsu PC360LC-10	KM13353	6,109	\$129,850
2012 Komatsu PC360LC-10	KM12438D	6,309	\$124,250
2012 Komatsu PC360LC-10	KMU12245	7,832	\$107,500
2008 Komatsu PC400LC-8	KM08948X	9,360	\$99,500
2014 Komatsu PC138USLC-10	KM14175X	3,500	\$112,500
2011 Komatsu PC200LC-8	KM11693X	7,419	\$69,500
2015 Komatsu PC210LC-10	KM15071X	2,435	\$134,500
2013 Komatsu PC210LC-10	KM13001X	3,607	\$129,500
2013 Komatsu PC240LC-10	KM13318X	6,335	\$89,500
2011 Komatsu PC270LC-8	KM11732X	6,691	\$92,500
2012 Hitachi ZX160LC3	HI12000X	4,400	\$84,500
2012 Volvo EC300DL	ZZ12008X	7,262	\$82,500
2004 Cat 5110B	CT04008X	10,500	\$349,000
2013 Cat 320E	CT13008X	6,288	\$114,500
2009 Cat 336DL	CT09005X	7,785	\$114,500
2009 Cat 329D	CT09003X	10,623	\$79,500
2012 Cat 329E	CT12007X	8,271	\$99,500
2005 John Deere 200C-LC	JD05011X	9,734	\$39,500

TRUCKS

2015 Komatsu HM400-5	KM15271M	6,029	\$429,500
2015 Komatsu HM400-5	KM15269M	6,194	\$429,400
2012 Komatsu HM400-3	KM12459D	7,600	\$299,750
2006 Cat 775E	CT06005X	20,788	\$179,500
1997 Cat 777D	CT97001x	6,000	\$199,500
2008 Rosco 4,000-gal WT	RS08057	3,227	\$61,750

CRUSHING & SCREENING

2013 Spyder Scn 516T	ZZ13029X	1,400	\$189,500
2012 Kleemann MR110Z3	KL12012X	3,550	\$379,500

MANLIFT

2013 JLG 600S	JL13019	3,009	\$64,300
---------------	---------	-------	----------



2012 Komatsu HM400-3,
KM12459D, 7,600 hrs., \$299,750



2008 Grove TMS9100E,
GR08726X, 12,915 hrs., \$525,000



2013 Cat D6N XL,
CT13001X, 2,476 hrs., \$189,500

Year/Make/Model	Stock #	Hrs.	Price
-----------------	---------	------	-------

WHEEL LOADERS

2013 Komatsu WA200-6	KM13108X	7,481	\$59,500
2014 Komatsu WA320-7	KM14086X	10,448	\$69,500
2012 Komatsu WA380-7	KM12390D	2,145	\$149,900
2010 Komatsu WA320-6	KM10389X	14,112	\$49,500
2014 Komatsu WA270-7	KM14027X	10,023	\$74,500
2013 Komatsu WA270-7	KM13301X	7,878	\$79,500
2013 Komatsu WA470-7	KM13085M	6,290	\$183,500
2011 Volvo L250G	ZZ11009X	14,193	\$129,500
2011 Volvo L250G	ZZ11012X	10,298	\$144,750
2011 Volvo L250G	ZZ11010X	9,958	\$149,500
2008 Volvo L110F	ZZ08012X	22,648	\$39,500
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
2006 Cat 938G	CT06008X	13,525	\$47,500
2008 Cat 938G	CT08009X	12,400	\$43,500

PAVING & COMPACTION

2015 Vögele Vision 5200-2i	V015002X	4,700	\$119,500
2014 LeeBoy 8510C	LB14015X	2,510	\$79,500
2008 Bomag MPH122-2	BG08075X	1,500	\$199,500
2007 Wirtgen WR2500S	WR07000X	5,538	\$439,000
2011 Hamm HD120VHF	HA11092	1,533	\$89,400
2010 Hamm HD+140VO	HA10042	3,930	\$57,500
2013 Hamm 3410	HA13002	1,850	\$99,500
2013 Hamm GRW280i-30	HA13046	1,556	\$114,500

CRAWLER DOZERS

2014 Komatsu D39PX-23-Hitch	KM14199X	2,300	\$99,500
2011 Komatsu D61EX-15E0	KM11394X	5,600	\$89,500
2011 Komatsu D61EX-15E0	KM11762D	5,709	\$114,500
2007 Komatsu D65EX-15	KM07927X	6,356	\$79,500
2015 Komatsu D65PX-18	KM15323M	6,477	\$139,500
2015 Komatsu D65PX-18	KM15322M	5,734	\$139,500
2014 Komatsu D65WX-17	KM14133X	7,130	\$129,500
2016 Komatsu D65WX-17	KM16408X	2,557	\$219,500
2013 Komatsu D65EX-17	KM13113X	5,568	\$134,500
2015 Komatsu D65PX-18	KM15287M	6,037	\$139,500
2016 Komatsu D65PX-18	KM16294X	3,509	\$269,250
2017 Komatsu D37EX-24	KM17287X	343	\$114,500
2016 Komatsu D61PX-24	K16518X	667	\$239,500
1994 Deere 850C	JD94001X	4,365	\$59,500
2014 Cat D6N XL	CT14024X	2,992	\$198,500
2013 Cat D6N XL	CT13001X	2,476	\$189,500
2013 Cat D6N XL	CT14001X	2,736	\$204,500
1988 Deere 650G	JD88010X	10,834	\$27,500

BACKHOE

2012 Deere 310KEP	JD12129J	2,643	\$43,750
-------------------	----------	-------	----------

SKIDSTEERS

2005 Takeuchi TL150	TC99035X	1,280	\$31,500
2013 Cat 259B3	CT13010X	2,394	\$28,500

CALL US AT (800) 375-3339 OR VISIT US AT WWW.KIRBY-SMITH.COM

All sales are subject to availability at time of order. Prices do not include taxes or other applicable fees.

Kirby-Smith Machinery, Inc., doesn't engage in exports to embargoed countries. Sold as-is, where-is.

KOMATSU[®]

Committed to Customer Service Since 1983

We offer industry-leading
equipment, and we
back it with unrivaled
equipment, parts,
service and
support.



#WeAre1KirbySmith



Providing industry-leading service from all of our locations throughout Oklahoma, Texas, Kansas and Missouri



www.Kirby-Smith.com

Oklahoma City, OK • 405.495.7820
Tulsa, OK • 918.438.1700
McAlester, OK • 918.310.1550
Abilene, TX • 325.692.6334

Amarillo, TX • 806.373.2826
Dallas, TX • 214.371.7777
Ft. Worth, TX • 817.378.0600
Lubbock, TX • 806.745.2112

Odessa, TX • 432.333.7000
Melissa, TX • *Opening soon!*
St. Louis, MO • 314.729.0125
Kansas City, KS • 913.850.6300

KOMATSU



WIRTGEN



VÖGELE



HAMM



KLEEMANN



NATIONAL
CRANE

GROVE