



Connection

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

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KOMATSU



Dan Bowen,
Owner

Bowen Dozer Service

Posting a few signs leads to large number of projects, repeat customers for Oklahoma contractor





MESSAGE FROM THE PRESIDENT



Ed Kirby

Dear Valued Customer:

Charles Dickens once wrote, "It was the best of times, it was the worst of times." Although that may be a bit of an exaggeration in relation to the current state of construction, it does seem somewhat fitting. During the past several years, the industry has enjoyed significant gains across nearly every market sector, and unemployment is low.

On the flip side is the continuing struggle to find construction workers, specifically equipment operators. Industry groups have taken steps to recruit and retain new people to fill the numerous open positions. As people retire or otherwise leave the industry, they take a wealth of knowledge with them.

Komatsu is committed to making new dozer operators as productive as possible, as quickly as possible with its new Proactive Dozing Control logic that interprets data and makes decisions that mirror seasoned operators. Read more about how this intuitive technology can deliver productivity gains within 6 percent of an experienced operator on select Komatsu dozers.

Speaking of dozers, if you are in need of a large, low-ground-pressure machine, Komatsu's new D155AX-8 LGP is a great fit. It's especially good for applications such as energy and pipeline work. Find out more inside.

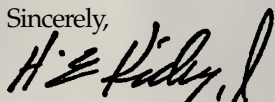
There is an interesting case study in this issue of your Kirby-Smith Connection. It focuses on how a contractor gets jobs done faster and more efficiently with an *intelligent* Machine Control dozer.

Also, I encourage you to check out our customer success story on how Bowen Dozer Service combines the power of Komatsu, Takeuchi and Fecon equipment to grow its land clearing and earthmoving business.

Finally, inside please take a look at the CONEXPO-CON/AGG preview that provides some insight into what you will find at the triennial event that will be held in Las Vegas in March. We've included a location map to help you find your way around. I hope you can make it to the "World's Largest Heavy Metal Show" in 2020.

As always if there is anything we can do for you, please call or stop by one of our branch locations, or contact your Kirby-Smith sales rep.

Sincerely,



Ed Kirby, President
KIRBY-SMITH MACHINERY, INC.



Connection

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BOWEN DOZER SERVICE

Posting a few signs leads to large number of projects, repeat customers for Oklahoma contractor

A large percentage of signs that are posted on telephone poles likely go unnoticed or unheeded. That's why when Dan Bowen nailed up a few around the Meeker, Okla., area to advertise his new business, he was surprised at the response.

"The number of calls I received shocked me," admitted Bowen, Owner of Bowen Dozer Service. "In a very short time, I had several jobs lined up, and the vast majority of the people I serviced became repeat customers. They referred us to others, who also became regular customers. Each year, many of them call me to do work that takes anywhere from a day to a week."

What may be even more shocking is that Bowen had little experience in the services he was providing when he started Bowen Dozer Service nearly 12 years ago. At the time, he only had



Dan Bowen,
Owner

a small dozer he'd purchased to clear some of his own land.

"I had been in several other business throughout the past 40-plus years, so I had experience with the financial aspects and customer service," Bowen recalled. "After running the dozer, I knew that I could clear and move dirt."

Bowen continues to offer both services, along with earthmoving including pond and shop-pad construction, for area farmers and other residents. Working within a 60-mile radius of Meeker, which is approximately an hour east of Oklahoma City, Bowen Dozer Service also builds house pads and does general grading for homebuilders. The staff is made up of Bowen and two operators.

"I started small and have intentionally kept things that way in order to ensure that we can take care of customers properly," said Bowen. "That's been key to our success. A large

portion of our work is still done on a handshake and by the hour. Customers trust that I give them a fair and honest rate, we will show up when we say and the job is done to their satisfaction before we leave."

Takeuchi-Fecon combination proves productive

One thing that has changed for Bowen Dozer Service is the increasing number of jobs that involve grinding and mulching trees and brush, rather than burning. Bowen added a new Takeuchi TL12V2 track loader equipped with a Fecon Bull Hog mulching head to complete those tasks.

"I went with the TL12V2 because it has the most horsepower, and the high flow rate allows me to run several attachments, providing versatility," said Bowen. "I use it for clearing as well as small grading and even demolition jobs. I chose the Fecon head because I believe it's the strongest one on the market. It has a great reputation in the forestry industry and with other contractors around here, as does Takeuchi."

Bowen purchased the combination from Kirby-Smith Machinery with the assistance of Territory Manager Ryan Bebee. It joined a fleet that includes Komatsu D39EX, D39PX and D51EX dozers as well as a PC160 excavator.

"My relationship with Kirby-Smith started when I bought an old Komatsu dozer, and the parts department in Oklahoma City went above and beyond to help whenever I had a need," Bowen said. "They continue to take care of me from every standpoint. That, in addition to carrying top-of-the-line equipment like Komatsu, is why I continue to do business with Kirby-Smith."

"Ryan was instrumental in making sure the Takeuchi and Fecon were the right fit, as he has been with the Komatsu machines," Bowen added. "Although I have a small operation,



► VIDEO

Operator Carl Smith pushes brush with a Komatsu D51EX dozer. "I like that I can see both sides of the blade, which is not possible with some other brands I have run," said Smith. "That's great for working in tight spots, such as along a fence row where we need to be exact."





► VIDEO

Bowen Dozer Service Owner Dan Bowen clears brush with a Takeuchi TL12V2 track loader equipped with a Fecon Bull Hog mulching head. "I went with the TL12V2 because it has the most horsepower, and the high flow rate allows me to run several attachments, providing versatility," said Bowen. "I use it for clearing as well as small grading and even demolition jobs. I chose the Fecon head because I believe it's the strongest one on the market."

they treat me like a big, long-time customer, and I really appreciate that."

Solid miles of brush

Bowen expects to continue putting plenty of hours on all of his machines, especially the Takeuchi track loader and Fecon mulching head combination.

"More and more people are moving out this way, and they want part of their property cleared or cleaned up," explained Bowen. "That's especially true if they have cedar trees, which there are many of in this area. With a great deal of brush between here and Oklahoma City – nearly a solid 35 miles of it – there's a lot of work to be had. We are prepared for it." ■



Kirby-Smith Territory Manager Ryan Bebee (left) calls on Bowen Dozer Service Owner Dan Bowen. "Ryan was instrumental in making sure the Takeuchi and Fecon were the right fit, as he has been with the Komatsu machines," Bowen said. "Although I have a small operation, they treat me like a big, long-time customer, and I really appreciate that."



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R&R ENTERPRISES

Kirby-Smith, Takeuchi telematics assist Kansas City-area contractor in locating stolen track loader

Russ Pile III learned the hard way that equipment theft happens all too often. He also discovered that today's machinery can be easier to find, thanks to telematics systems such as Takeuchi Fleet Management (TFM) and a helping hand from equipment dealers like Kirby-Smith Machinery.



Russ Pile III,
President

Pile, along with his dad, Russ Jr., own and operate R&R Enterprises, which is based in Kansas City, Kan. The firm specializes in installing pipe, specifically storm, water and sewer lines. It handles new construction, as well as repair,

replacements and rehabilitation of older piping systems. The Piles founded R&R Enterprises nearly seven years ago after Russ III got out of the Navy. The company typically has two to three jobs going at any one time.

Early one morning a few months ago, Russ Jr. called his son from a jobsite to ask if he knew the location of the

Takeuchi TL8 compact track loader that R&R Enterprises was renting from Kirby-Smith. The pair quickly came to the realization that the machine had been stolen.

"I immediately called Phil Brown (Rental Sales Representative) at Kirby-Smith," said Russ III, President of R&R. "He assured me he was on it, and that they would do everything possible to find the loader."

After that call, Phil phoned Product Support Representative Mark Tadlock, who logged into the TFM system from his laptop at home. Within minutes, Mark received a location for the track loader, complete with satellite images.

Continued...



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An R&R Enterprises operator loads a truck with the company's Takeuchi TL8. After it was stolen, Kirby-Smith helped R&R locate the compact track loader with Takeuchi Fleet Management (TFM), a telematics system. "Without the system, we would have been out a loader and potentially had considerable downtime," said R&R President Russ Pile III.

► VIDEO



'The Takeuchis hold up to every test'

... continued

He called Phil, who, in turn, relayed the information to Russ III.

"I was on the phone with the police at the time and was able to give them a pinpoint location, including the street, block and house," said Russ III. "They found the machine and secured it. The police recovered some stolen vehicles as well, so it looks like a theft ring was broken up. From my first call to Phil, to the authorities recovering the track loader, the time was approximately 30 minutes."

'Adds value'

The Piles have since purchased the TL8 along with a TB240 compact excavator from Kirby-Smith. R&R Enterprises uses the Takeuchis for a variety of tasks, the majority of which are in a roughly 20-block area in downtown Kansas City, Mo. They

operate as a subcontractor, primarily teaming with general contractors; however, R&R also works with cities to repair water line breaks and replace items as needed.

"The Takeuchis hold up to every test," said Russ III. "I have friends who own contracting businesses, and they use Takeuchi, too. We all like them because they are powerhouses. The telematics system is a great value-added feature."

TFM is standard on select excavators and track loaders. In addition to providing details on location and hours, it offers features such as remote diagnostics and geofencing, among others.



Sam Schneider,
Regional Product
Manager, Takeuchi

"Takeuchi recognized the importance of telematics solutions a long time ago, so it was ahead of the curve," said Sam Schneider, Takeuchi Regional Product Manager. "TFM is a great tool for real-time machine tracking to monitor health, check maintenance intervals and minimize costly repairs."

Because one of the Piles is typically on-site for every job, Russ III says they had given little consideration to remote monitoring before the rented track loader went missing.

"We definitely see the value now and are taking a closer look at it," said Russ III. "Without the system, we would have been out a loader and potentially had considerable downtime. TFM, along with Phil and Mark at Kirby-Smith, ensured that wasn't the case." ■

(L-R) Kirby-Smith Machinery Product Support Representative Mark Tadlock, Rental Sales Representative Phil Brown and Kansas City Sales and Operations Manager Tim Yauilla meet with R&R Enterprises President Russ Pile III. "Kirby-Smith has been terrific to work with," said Pile. "They are knowledgeable, get us the right equipment and have backed it up with great service."



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KAUFMAN COUNTY PRECINCT 3

Texas precinct determined to give growing population greatest bang for its buck

The 1960 census reported that just under 30,000 people lived in Kaufman County, Texas. Since then, each subsequent count has increased. The last, in 2010, reported the population at a little more than 103,000 residents. Then, an estimate in 2018 had the total at more than 128,000 people.

"We expect the 2020 census to put us at around 150,000," said Terry Barber, Commissioner, Precinct 3. "Kaufman is the fourth-fastest growing county in the nation. People are moving away from the metro areas and buying land to build houses here. With that comes additional infrastructure needs."



Terry Barber,
Commissioner

Kaufman County is divided into four precincts, with each taking care of its own constituents. Encompassing approximately 40-square miles, Precinct 3 has nearly 200 miles of various types of roadways.

"As with other precincts, our personnel are responsible for a wide variety of tasks that serve the general public," said County Supervisor Aaron Conway. "That includes replacing old culverts and installing new; ditch cleaning; and maintaining gravel and chip seal roads, as well as bridges."



Aaron Conway,
Supervisor

Precinct 3 handles most of the work with a crew of around 15 people who take care of everything from pothole repair to running heavy equipment that's used to blade and compact roadways.

"We take a very customer-service-oriented view, and that includes giving taxpayers the best bang for their buck," said Barber. "If we can perform a job ourselves, we do. Very little work is done by outside contractors, which ultimately saves money."

Barber and Conway said the savings can be used to purchase and rent more efficient equipment to get jobs done faster and more productively, as well as add staff to operate the machinery and perform other duties.

"With population expansion comes a never-ending list of projects," said Conway. "If we have equipment that allows us to complete them faster, then wait times are reduced. That tends to make everyone happier."

Better 'feel' with motor grader

One of the precinct's recent purchases included a Komatsu GD655-6 motor grader that crews use to blade up and smooth out gravel roads, as well as spread rock. Operator Daniel Brown said the independent controls and steering wheel deliver an improved "feel."

"It's better than the joystick controls in the grader we had before," said Brown. "I really like the performance, and one of the best contributing factors to that is the visibility. There is a lot of glass all the way around. I can see almost directly under the blade with little to no effort. The backup



Lead Man Buddy Stevens compacts a roadway with a Hamm H 12i padfoot roller. "The bulk of compaction is done with the padfoot and then the smooth drum comes behind and finishes," said Stevens. "They have several speeds for vibration, so we can adjust to the road and conditions. All-in-all, they get jobs done quicker."



► VIDEO

Discover more at
KirbySmithConnection.com

Operator Daniel Brown preps a road for chip sealing with Kaufman County's new GD655-6 motor grader. "I really like the performance, and one of the best contributing factors to that is the visibility," said Brown. "There is a lot of glass all the way around. I can see almost directly under the blade with little to no effort."



camera is there if I need it, and the mirrors are positioned really well."

Wider, heavier Hamm rollers save time

Kaufman County Precinct 3 added the Komatsu grader shortly after purchasing Hamm H 12i padfoot and smooth drum vibratory rollers for compaction. Each has an operating weight of more than

25,800 pounds and drum widths of 8.43 feet, along with leveling blades.

"They are wider and heavier, so they pack a lot better than our previous competitive brands," said



Operator Ray Elmore. "That's saving us time. The operator comfort is good, too. These are sizeable rollers, but the ride is smooth."

Continued . . .

'The after-sales service has been phenomenal'

... continued



(L-R) Kaufman County Commissioner Terry Barber and Supervisor Aaron Conway call on Kirby-Smith Machinery Governmental Sales Representative Dan Thompson for equipment sales, rental and service. "They carry quality equipment, and if we have any questions or other needs, they are right on it," said Conway.



Micky Porter,
Foreman

A county crew member performs finish compaction with a Hamm GRW 180i pneumatic tire roller that Kaufman County rented from Kirby-Smith Machinery.



"The bulk of compaction is done with the padfoot and then the smooth drum comes behind and finishes," added Lead Man Buddy Stevens. "They have several speeds for vibration, so we can adjust to the road and conditions. All-in-all, they get jobs done quicker."

'Kirby-Smith epitomizes what we seek'

All machines were acquired from Kirby-Smith Machinery and Governmental Sales Representative Dan Thompson.

"They put together a good equipment and pricing package on the rollers and followed it up with the grader," said Foreman Micky Porter. "The after-sales service has been phenomenal. Dan comes out and checks on us frequently to ensure we are happy with the machines and that they are performing as expected."

Conway added, "When we look around for people who we want to do business with, Kirby-Smith epitomizes what we seek. They carry quality equipment, and if we have any questions or other needs, they are right on it. Dan and Kirby take excellent care of us, and because of that we have developed a great relationship, which also includes renting units as needed."

Continued population growth

Conway said the new equipment makes the precinct's already outstanding staff even better.

"They are a phenomenal group," he stated. "They know what needs to be done and get after it. They make my job easy; I enjoy working with them."

Conway and Barber both said an increase in staffing could be in the cards, noting it may be essential with Kaufman County's growth.

"We have to be prepared for that," said Barber. "Our numbers have increased during the past few years to accommodate the expanding population. We expect that will continue to be the case for the foreseeable future." ■

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PAVING CORNER

Relationship-building, education activities strengthen customer partnerships as well as the paving industry

Establishing partnerships with customers has served as a cornerstone of Kirby-Smith Machinery's operating philosophy for many years. These important relationships are built upon a covenant that is made and kept daily, providing results that benefit the well-being of both enterprises. While mutually nourishing in a business sense, establishing these relationships also makes our careers more meaningful and our lives more enjoyable.

My thoughts turned to the subject of these partnerships recently while attending an area AGC luncheon, where a district engineer explained a new prime contractor evaluation program that TxDOT is rolling out at the behest of the Texas legislature. The program will periodically evaluate a contractor's performance on each job where the contractor is given a specific



Gary Corley,
Kirby-Smith
Key Account
Product Specialist

time frame for completion. While TxDOT has attached a scoring methodology to the areas of proficiency, the tenants of the evaluation are the basic foundations of building roadways: quality, safety and timeliness.

Putting values into practice

With these simple, well-defined standards, TxDOT has distilled the key ideals of our industry, working in concert for the greater good and common goal of project delivery. While vendors do not fall within the evaluation scope, I believe that we are measured by the same yardstick each day.

In order to be an integral part of the highway construction industry, those values have become ingrained in the Kirby-Smith culture. If we add value to the road building process, it must be discernible by all three of the standards outlined above, and training is a key component in meeting those standards.

For instance, Kirby-Smith recently hosted a slipform paving seminar for area contractors. We are also planning a similar asphalt paving event in the future. In addition, we have offered foamed bitumen training for contractors and TxDOT as a part of a pre-construction conference to ensure a successful job outcome. These are a few examples of how we add value to become a better partner.

In this competitive construction bidding market, contractors must be able to recognize how the value of their partnerships can affect the bottom line. With Kirby-Smith, our partners know that they will find expertise and experience, receive training in new technologies as well as a keen understanding of the meaning of productivity and time. The complexities and risks of highway construction are considerable. It helps to have a reliable partner. ■

Kirby-Smith Machinery recently hosted a one-day slipform paving seminar in Arlington, Texas, for area contractors. This is one example of how Kirby-Smith adds value to its customer partnerships.



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OPEN HOUSE DRAWS LARGE CROWD

Odessa branch expansion increases service capabilities, reduces downtime for customers in the Permian Basin

Kirby-Smith Machinery highlighted the expansion of its Odessa branch with an open house attended by customers, manufacturer representatives and company personnel. Branch Manager Randy Bailey emphasized that the location serves more than oil and gas companies in the Permian Basin.



Randy Bailey,
Branch Manager

"We work with a diverse group out here in West Texas," said Bailey. "Certainly, oil and gas is a key market; however, we also help contractors doing highway work, building wind and solar farms and more. Whatever the need, we can fill it with quality products and outstanding service."

Equipment from several manufacturers was on display, giving attendees a look at what Kirby-Smith offers for customers in all types of industries. Members of the company's Construction Technology Group were on-hand to show guests how technology, such as Komatsu's *intelligent* Machine Control products or aftermarket systems, could benefit their businesses.

Representatives from Komatsu, Wirtgen Group, Takeuchi, Terramac, National Crane, Falcon and ESCO greeted customers and answered questions. Attendees were treated to a barbecue lunch and prizes.

Added shop space, parts inventory warehouse

The overall 10,000-square-foot expansion included approximately 6,000 feet of additional shop space that features four new service bays. Service staff members were also added.

"The result of more shop space and personnel is decreased wait times for service or repairs," said Service Manager Mark Millage, noting that service is available 24 hours a day, 365 days per year. "When equipment is down, it's all about how fast you can fix it. This gives us the ability to return the machine to the

Continued . . .



Members of the TodPat team took time out for a photo during the open house in Odessa.



(L-R) Ector County's Eddie Vasquez, Enrique Carrera and Evans Kessey checked out the expanded facility serving the Permian Basin.



Discover more at
KirbySmithConnection.com



(L-R) Jason Fenn of Longhorn Construction Services talks with Kirby-Smith Finance Manager JP Cotton and Vice President of Sales Del Keffer.



► VIDEO

Kirby-Smith Machinery recently increased the size its Odessa branch, adding more service bays and additional parts warehouse space. "This expansion really adds to our capabilities and demonstrates a commitment to customers in the Permian Basin," said Branch Manager Randy Bailey.



Mark Millage,
Service Manager



Steve Anderson,
Parts Manager



Manny Ornelas (left) and Adrian Perez of J.D. King enjoyed the barbecue lunch.



Guests were treated to food and prizes during the fall event at Kirby-Smith's Odessa branch.



(L-R) G.W. Hanson and Joe Carroll of Danny's Asphalt met with Kirby-Smith Territory Manager Kevin Demel.



Jason Dumas (left) and Jason Britt of Advantage Equipment Rental checked out the paving equipment on display.



Leroy Salinas (right) and Lalo Alvarez of Roberto's Backhoe wait in line for lunch.

Greater number of parts readily available

... continued

customer or get it back into the rental fleet faster.”

In addition to the extra service area, Odessa now has a larger space for parts inventory warehousing. That helps

decrease downtime, according to Parts Manager Steve Anderson.

“There are more parts readily available, so instead of waiting 24 hours to get something that’s out of stock,

it’s now more likely we have it and customers can get it within a few hours or faster,” said Anderson. “It allows us to carry the common items as well as many specialty parts. An example would be a vibratory motor for a Wirtgen machine.”

Other areas of expansion included sales and management offices and a new conference room.

“This expansion really adds to our capabilities and demonstrates a commitment to customers in the Permian Basin,” said Bailey. “The open house was a great way to highlight that.” ■



Members of the Covia team stopped by for lunch and to learn more about the equipment Kirby-Smith carries.



(L-R) Jose Luis Juarez, Aiman Lujan and Abraham Puente with Midland Transportation were among the first visitors to the open house.

Kirby-Smith employees celebrate anniversary



Chuck Thompson,
West Texas Area
Manager

Kirby-Smith Machinery personnel celebrated 10 years of serving the Permian Basin from the Odessa location with a breakfast before a customer-appreciation open house that highlighted the branch’s expansion. Management and other staff were on-hand to commemorate the occasion.

“We moved into our current space in 2012 and outgrew it within a short time,” said West Texas Area Manager Chuck Thompson. “Nearly five years ago we planned to expand, but an economic downturn tabled that. Recently, we decided to get back on track.”

Odessa, along with other West Texas locations such as Amarillo and Lubbock, services several industries. A new facility in Lubbock will open soon.

“Expansion like this happens when you take care of customers and meet their needs,” said Thompson. “This celebration is a way to thank the people who make that happen day in and day out, such as the service techs who work in all types of conditions to keep downtime to a minimum. We appreciate everyone who is committed to ensuring customer satisfaction.” ■



West Texas Area Manager Chuck Thompson addresses attendees during a breakfast to mark 10 years of serving the Permian Basin.





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ST. LOUIS BRANCH OPEN HOUSE

Kirby-Smith Machinery hosts area customers for appreciation event

Kirby-Smith Machinery hosted an open house at its St. Louis branch to thank customers for their business. The day included door prizes, a catered barbecue lunch and plenty of social time for guests to spend with their colleagues, competitors, Kirby-Smith personnel and manufacturer representatives.

"This event was a fun way to show our gratitude for



Ray Jost,
Branch Manager

those who continue to turn to Kirby-Smith for their equipment and support needs," said Branch Manager Ray Jost. "It was good to see so many people stop by."

Lunch was served in the branch's 8,400-square-foot shop, which has three drive-through bays and is part of the 9,700-square-foot building that sits on nine acres. Outside, attendees could inspect some

of the newest cranes from Broderson Manufacturing as well as Manitowoc (which includes Grove and National Crane) that Kirby-Smith carries at its St. Louis branch.

Grove GRT880 and RT770E rough-terrain models and National

Continued . . .



Discover more at
KirbySmithConnection.com



► VIDEO

Cranes from Manitowoc, including Grove and National Crane, as well as Broderson Manufacturing are featured equipment lines at Kirby-Smith Machinery's St. Louis branch. The location serves eastern Missouri and western Illinois.



(L-R) Kirby-Smith Account Manager Chris Ware talks with Lanny and Marilyn Koch of Girardeau Stevedores and Contractors.



Kirby-Smith displayed several cranes during the open house, including Grove GRT880 and RT770E rough-terrain models, National Crane NBT30H-2 and NBT45 boom trucks as well as Broderson IC-80 and IC-40 carry decks.



Wide array of cranes on display

... continued



(L-R) Dave McMillen and Troy Haudrich with Alberici Constructors meet with Kirby-Smith Account Manager Bruce Bayless.

Crane NBT30H-2 and NBT45 boom trucks were highlighted.

"Like us, Kirby-Smith is focused on customer satisfaction, and that's why we have built a great partnership through the years," said Randy Hoover, Regional Business Manager with the Manitowoc Crane Group. "Events like this also give us a chance to meet customers, thank them for their business and show that we are committed to their success."

Smaller Broderon IC-40 and IC-80 carry deck cranes that are low-profile and often used for lifting materials in tight spaces were also featured.

"Broderon manufactures several models of mobile cranes with lower capacities, so there is a wide breadth of options for customers who may need a smaller unit," said Ed Hisrich, Broderon Manufacturing Vice President of Sales. "Our goal is to team up with world-class distribution channels, such as Kirby-Smith. We enjoy these days because it's a way to show our support to both customers and Kirby-Smith."

Just said the St. Louis open house was a great success. "It was a beautiful day, and everyone enjoyed themselves. We appreciate that they took time out of their busy schedules to join us." ■



Members of the Budrovich team enjoy the catered barbecue lunch during the fall event in St. Louis.



Taylor Crane Rental personnel grab some lunch during the St. Louis open house.



(L-R) Brandon Yates and Brittany Talley from Waggoner Equipment visit with Kirby-Smith Account Manager Bruce Bayless.



Randy Hoover,
Regional Business
Manager,
Manitowoc



Ed Hisrich,
Vice President of
Sales, Broderon
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'LARGEST HEAVY METAL SHOW'

CONEXPO-CON/AGG returns to Las Vegas with record number of exhibitors, exhibit space

The "World's Largest Heavy Metal Show in 2020" is right around the corner with the return of CONEXPO-CON/AGG to the Las Vegas Convention Center and beyond, March 10-14. Presented every three years, it is North America's biggest trade show and features the latest in equipment and innovation from every key construction-related sector.

In total, a record-setting 2,800 exhibitors are expected to converge on 2.6-million square feet of exhibit space. The show's footprint has changed with the Gold Lot under construction, making it unavailable. Instead, CONEXPO-CON/AGG will use the Las Vegas Festival Grounds, located on the Las Vegas Strip adjacent to the Circus Circus hotel. The grounds will contain lifting (aerial and cranes), earthmoving, hauling and underground

construction equipment, among other things.

"This show is shaping up as one of the best ever; attendees and exhibitors will not be disappointed," said Mary Erholtz, CONEXPO-CON/AGG Chair. "AEM (Associated Equipment Manufacturers, the show's lead sponsor) and our show committees of industry leaders are working hard to deliver an outstanding event focused on the latest innovations, technologies and best practices to succeed in our changing world."

'Smart city' display

Similar to 2017, CONEXPO-CON/AGG will emphasize technology. The Tech Experience returns and focuses on three areas that impact the industry: modern mobility; sustainability and sustainable

building; and smart cities, according to Al Cevero, Senior Vice President Construction, Mining & Utility at AEM.

Cevero and other members of the show planning team recently unveiled a 10 x 22-foot "smart city" replica scheduled for display. It demonstrates how a smart city, through sensors and analytics "will be able to transform information into digestible data, providing knowledge for the city to work smarter," according to show organizers.

The smart city replica will showcase several scenarios, including various city grids and how a city responds to heat, wind and storms; connectivity, including 5G sensors, telematics and the internet of things (IoT);

Continued . . .



Gearing up for 'best possible experience'

... continued

and the impacts of construction such as the jobsite of the future within the city and how equipment will communicate.

"The main goals of the Tech Experience are to drive awareness and adoption of new technologies and innovations, engage and attract the next generation of attendees and position the show as a thought leader," said Cevero. "Our plan is to demonstrate how the three areas will transform the contractor's business of the future."

Multitude of education sessions, tracks

More than 150 educational sessions are scheduled throughout the week to highlight the latest topics and industry trends. They are grouped into tracks for ease in finding areas of interest. Tracks include aggregates; asphalt; earthmoving and site development; equipment management and maintenance; business best practices; how to attract, engage and retain talent; safety; and technology solutions.

CONEXPO-CON/AGG will be co-located with the International Fluid Power Expo, and new for 2020 is the opportunity to mix and match education sessions offered through both shows. Attendees can register for educational sessions as well as the show itself through the CONEXPO-CON/AGG website at www.conexpoconagg.com. ■



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ABOVE-AVERAGE WAGES

Amid growing labor shortage, construction earnings continue to rise

Average hourly earnings in construction recently hit \$30.73 per hour, surpassing other private-sector industries by 10 percent, according to an analysis of governmental data by the Associated General Contractors of America (AGC). According to AGC, the figure reflects a 3.2-percent year-over-year increase and is a measure of all wages and salaries.

The organization announced the data in July after figures showed a jump in construction employment of 21,000 jobs, compared to the previous month, and by 224,000 during the prior 12 months. Association officials noted that companies are increasing pay to attract new hires in an ever-tighter labor market.

“Construction firms continue to go to great lengths to recruit and retain



Stephen E. Sandherr,
AGC Chief
Executive Officer

workers during one of the tightest labor markets many of them have ever experienced,” said Stephen E. Sandherr, AGC’s Chief Executive Officer. “Making matters worse, relatively few school districts offer the kind of career and technical education programs that encourage students to explore careers in high-paying fields like construction.”

Little to no experience required

Sandherr noted that the unemployment rate for jobseekers who last worked in construction declined to 4 percent from 4.7 percent in June 2018, and the number of such workers decreased in the last year from 466,000 to 390,000. Additional government data showed the number of job openings in construction, last reported for May, totaled 360,000, the highest May total in the 10-year history of that category.

Association officials pointed out that in addition to rising pay and other benefits, many firms have increased their investments in training as they recruit workers with little or no prior experience in construction. According to AGC, federal officials could help attract more people into high-paying construction careers by boosting funding for career and technical education programs in schools and enacting immigration reform that allows more people with construction skills to legally enter the country.

“The nation’s education system continues to produce too many over-qualified baristas and not enough qualified bricklayers and other craft, construction professionals,” said Sandherr. “As a result of these educational imbalances, too many young adults are struggling to pay off college debts while many construction firms are struggling to fill job positions that pay well and don’t require costly degrees.” ■

Average construction earnings recently topped \$30 per hour, surpassing other private-sector industries by 10 percent, according to an analysis by the Associated General Contractors of America. Organization officials noted that firms continue to increase pay as they attract new hires in an ever-tighter labor market.





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PROACTIVE DOZING CONTROL

New intuitive technology uses real-time data collection to mimic actions of experienced operators

Construction companies continue to face a growing shortage of operators. Whether they retire or leave for other opportunities, firms often struggle to find new personnel with the skills and knowledge to replace them.

Komatsu aims to help bring newer operators up to speed faster with the intuitive technology of its Proactive Dozing Control logic. The GPS-grading system is designed to collect and interpret data and make decisions that mimic those of seasoned professionals. The system is available



Derek Morris,
Product Marketing
Manager,
*intelligent Machine
Control*

on four dozers: D51EXi-24, D51PXi-24, D61EXi-24 and D61PXi-24.

“Like an experienced operator, Proactive Dozing Control logic understands what the terrain around the machine looks like and decides on the appropriate action such as whether to cut and carry material, spread or fill that material or whether it should be finish grading,” explained Derek Morris, Product Marketing Manager, *intelligent Machine Control*. “The system provides the real-time position of the dozer on the jobsite to create a highly

accurate elevation for it to drive the blade to the precise grade needed.”

Improving productivity

Proactive Dozing Control logic can be used from first pass to last to perform auto-stripping, auto-spreading, high production dozing and finish grading. Morris stated that it gives operators the ability to use dozers to their full capacity, leading to increased

Continued . . .



Discover more at
KirbySmithConnection.com

Proactive Dozing Control logic understands what the terrain around the machine looks like and decides whether to cut and carry material, spread or fill with it or whether it should finish grade, just like an experienced operator. The integrated GPS grade control system works from first pass to last to perform everything from auto-stripping to final grading.

► VIDEO



'Entirely new level of efficiency'

... continued

utilization, better return on investment and greater production.

Morris added that owning and operating costs are also lowered because wear and tear on the machine is reduced with automated operation, including minimized track slippage

during operation, which lengthens undercarriage life.

"Proactive Dozing Control logic opens up a world of application possibilities for machine control technology," said Morris.

"Traditionally, GPS machine control focused on finish grading, which meant that operators only used the technology approximately 10 to 20 percent of the time.

Proactive Dozing Control logic is a game-changer because the integrated system now lets operators use automation any time."

A difference in data

Morris emphasized that Proactive Dozing Control logic collects real-time data from the tracks, a significant difference from traditional blade-mounted aftermarket systems.

"Conventional systems only

understand the position of the blade and capture data at the cutting edge, so when an operator backs up and raises the blade, he or she could potentially be capturing false data," said Morris. "Because our data is collected at the tracks, that's not an issue.

"We took the data that was always naturally available and provided it directly to the machine, making it highly intelligent and giving the dozer awareness of the terrain around it," Morris continued. "The result is an intuitive technology that delivers productivity gains of within 6 percent of an experienced operator.

"By using the tracks, we have created machine control that is far more advanced, offering an entirely new level of efficiency," he added. "Whether you are an experienced operator or someone new to the job, Proactive Dozing Control logic enables precision work every time, making operation easier and more productive." ■

With Proactive Dozing Control logic, data is collected at the tracks and provided to the machine, making it highly intelligent and giving the dozer awareness of the surrounding terrain. "The result is an intuitive technology that delivers productivity gains of within 6 percent of an experienced operator," said Derek Morris, Product Marketing Manager, *intelligent Machine Control*.





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HEAVY-DUTY DIRT MOVER

D65PXi-18 dozer checks all the right boxes, boosts productivity

James Peterson Sons, Inc., wanted to boost its productivity for a recent 200-acre site development project. To accomplish that, it required a dozer that could handle the varying job tasks while also moving serious quantities of dirt.

"We needed a machine that could push; cut and fill; place topsoil; shape slopes on ponds; and move a lot of dirt," said President Jeff Peterson. "The D65PXi checked those boxes."

When the dozer arrived in late 2018, it was the first Komatsu D65PXi-18 sold in the state of Wisconsin.



Jeff Peterson,
President



Tim Peterson,
Vice President

"We wanted a model that could do some heavy-duty pushing, and the D65PXi has delivered," said Vice President Tim Peterson. "We can move about 6,000 yards of material per day with it."

To hit those high production numbers, James Peterson Sons required every bit of the D65PXi's 220-horsepower Tier 4 Final engine and 24.4-ton operating weight. More importantly, it needed that muscle in the correct package. That's why the company selected the PX model, which features wider tracks and a six-way blade.

"We're in soft ground all of the time, so the float is very important," explained Operator Jay 'Snarf' Kleist. "Being able to get 36-inch grousers on a dozer with a six-way blade wasn't an option with the competition. That was a deal-breaker."

Added value

In addition to the size of the D65PXi-18, James Peterson Sons desired the added production that Komatsu's *intelligent* Machine Control technology offered.

"We replaced a competitive machine with the D65PXi, and we've seen production gains," Jeff said. "It's balanced, powerful, saves on fuel, the GPS system works great and the operators love running it."

The D65PXi-18 also delivers productivity beyond the traditional measures of material moved, gas and time.

"There are so many benefits," said Jeff. "We no longer need a person dedicated to checking grade. The machine keeps track of where we are. We can download information and know what volumes are being moved. It also allows us to change grades easily. Customers expect this technology on their jobsites. We couldn't do grading on this scale without a GPS dozer." ■

Discover more at
KirbySmithConnection.com



▶ VIDEO



James Peterson Sons, Inc., Operator Jay 'Snarf' Kleist uses a Komatsu *intelligent* Machine Control D65PXi-18 dozer to grade a jobsite. "The GPS is an amazing tool that works great," said Kleist. "The D65PXi is pretty smooth."

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NEW SPECIALTY DOZER

Machine minimizes ground disturbance while providing high production on sensitive jobsites

Equipment users often balance the need to minimize ground disturbance while maintaining high production. That can be especially challenging for larger tracked equipment. Komatsu's new D155AX-8 LGP (low ground pressure) dozer strikes the right balance.

"The D155AX-8 LGP's newly designed eight-roller undercarriage distributes weight and provides optimum balance and traction while reducing ground pressure," said Komatsu Product Manager Chuck Murawski. "Previously, there were few machines with those attributes in this size class. Now, the D155AX-8 LGP is ideal for mining and reclamation operations, especially mine-site applications such as leach-pond cleanup, tailing, settling and drainage-pond work, as well as liner installations."

Murawski illustrated that despite a heavier operating weight than a standard model, the D155AX-8 LGP's longer and wider tracks maintain the lowest-in-class ground pressure



Chuck Murawski,
Komatsu Product
Manager

of 7.7 psi. The ground contact area is increased by 72 percent, improving flotation in soft conditions and reducing ground pressure by up to 47 percent. The D155AX-8 LGP has a 12-percent wider track gauge and 9-percent longer track on ground than a standard D155AX-8.

Fewer passes to move more

"The D155AX-8 LGP is excellent for applications that require low ground pressure and can be especially useful for energy and pipeline work, as well as mining," said Murawski. "When equipped with 38-inch extreme service shoes, angle blade and towing winch, it has a higher operating weight compared to competitors. That increases usable drawbar pull when using a powerful towing winch."

Murawski added that the dozer can be equipped with either a 12.9-yard semi-u blade or a 9.6-yard angle blade. Optional rear attachments include a counterweight with rigid drawbar, hydraulic winch, long drawbar and a multi-shank variable pitch ripper.

"The D155AX-8 LGP can move large amounts of material, while the wider cutting edge reduces the number of passes needed when grading," said Murawski. "For applications that don't require an angle blade, the higher-capacity semi-u with dual tilt and pitch hydraulics is a great choice. For sandy soil applications, an abrasion-resistant spec with rotating bushing undercarriage is available." ■



Discover more at
KirbySmithConnection.com

Brief Specs for Komatsu's D155AX-8 LGP Dozer

| Model | Net Horsepower | Operating Weight | Ground Pressure |
|--------------|----------------|-------------------|-----------------|
| D155AX-8 LGP | 354 hp | 92,800-100,000 lb | 7.7 psi |

The new D155AX-8 LGP's eight-roller undercarriage provides excellent traction and optimum balance while reducing ground pressure, said Komatsu Product Manager Chuck Murawski.



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IMPROVING YOUR PRODUCTIVITY

Director of Parts Marketing Chris Wasik shares programs for minimizing downtime, operating costs

QUESTION: What does Komatsu offer beyond Komatsu CARE, which covers routine scheduled maintenance?

ANSWER: To help maintain peak performance and minimize downtime, we recently introduced Genuine Care to extend the benefits of Komatsu CARE, where services are completed by certified technicians using Komatsu genuine parts, filters and fluids. Customers can sign up with their distributors for customized solutions that best match their needs. That may be performing services on the same schedule as Komatsu CARE, or perhaps they prefer to have major services done every 1,000 hours. Options are definitely available. Genuine Care gives customers peace of mind knowing that services are done on time and on location with the right parts.

QUESTION: What other new programs can assist customers?

ANSWER: Recently, we launched the MyKomatsu website application that ties together machine telematics, manuals and online parts ordering. Customers can access information about their machines from any computer or mobile device. The web app allows owners to monitor their fleets and find the items necessary to maintain them. Parts can be selected from the parts book and dropped into a shopping cart. The order is then sent to a Komatsu distributor for quick fulfillment. MyKomatsu brings together initiatives such as KOMTRAX and eParts into a single location.

QUESTION: Does Komatsu still maintain its other support initiatives?

ANSWER: Absolutely. Many remain popular because they have

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.



Chris Wasik,
Komatsu Director of
Parts Marketing

Earlier this year, Chris Wasik received a 20-year service award from Komatsu and shared why he has stayed with the company so long.

"It's the people I work with," explained Wasik. "We genuinely want each other to succeed. We all know, too, that our success is directly tied to our customers' success, so we are working toward a common goal to deliver the best equipment and support in the industry."

The northern Illinois native said he noticed this culture from the minute he joined Komatsu in 1999 to work on the initiative that eventually led

to Komatsu's KOMTRAX telematics system.

In 2015, Wasik became Director of Parts Marketing, where he oversees programs to promote undercarriage, filters, batteries, reman products, kitting and more.

Wasik married his wife, Denise, the same year he joined Komatsu. The couple has a 14-year-old son, and Wasik enjoys coaching his son's baseball team and camping.

been proven to save customers time as well as keep down their owning and operating costs. For instance, overhaul programs for older machines offer scaled discounts, depending on how many components are rebuilt or replaced. That can be tied in with our Firm Future Order program, which enables machine owners to order major components several months in advance of their planned replacement. This locks in pricing at the time of the order and guarantees that genuine Komatsu parts are on-hand when the customer is ready to have the work completed.

QUESTION: There are many aftermarket sources for parts. Why

should owners choose genuine Komatsu parts?

ANSWER: Machines today are built to more exacting standards and operate under higher pressures and temperatures than ever before. Using parts that are not specifically engineered for a machine could result in performance loss, early wear and premature failure. In the end, it will cost more to use cheaper aftermarket parts.

Komatsu genuine parts come with a minimum 12-month warranty, which is exceptional in our industry. Customers are also getting

Continued . . .

... continued

Komatsu works with its distributors on inventory management (based on machine population and other factors) to ensure that parts are available when needed.

A collection of Komatsu parts including a large engine, a transmission housing, a fuel tank, a battery, and various filters and components. The parts are arranged in a row, showcasing the variety of genuine Komatsu components available for service and repair. The engine is yellow, while the transmission housing is black. The fuel tank is yellow, and the battery is black with 'KOMATSU' branding. There are also several filters, including a large cylindrical one and a smaller one, and various other mechanical components like a pump and a valve.



RAMP



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- Reduce your company's owning and operating costs by 10%
- Increase your machine availability up to 30%
- Generate more income with Komatsu Equipment
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SERVING YOU BETTER

Kirby-Smith Machinery opens new central parts warehouse in North Texas

Kirby-Smith Machinery recently opened a central parts warehouse in the Dallas-Fort Worth Metroplex. The new facility has approximately 10,000 square feet, including 8,500 square feet of warehouse space. Inventory Control Manager Randy Short, a long-time Kirby-Smith employee, will manage the facility, which employs a staff of three additional personnel.

The warehouse will primarily stock specialty parts that are critical to machine uptime but are needed on a less frequent basis during the equipment's service. Due to the central location of the site within Kirby Smith's geographical footprint, these parts can now be easily delivered to customers overnight or in under 5 to 6 hours, if needed. The warehouse will also enable branches to maximize their on-site parts inventory space for more frequently needed, faster-moving parts, without sacrificing overall accessibility to less-frequently required parts. This will ensure that customers

always have swift availability of needed items.

"The growth of our footprint and customer base, specifically regarding our parts business, has made this new warehouse a necessity," said Vice President of Product Support

Brad Campbell. "We want to have 98.5 percent parts availability within 24 hours, and this facility will be an important factor in helping us meet that goal as we continue our commitment to provide customers with exceptional service." ■



(L-R) Inventory Control Associate Larry Larson, Shipping and Receiving Associate Boris Ndaseh-muh and Inventory Control Manager Randy Short are staffing Kirby-Smith Machinery's new central parts warehouse in the Dallas-Fort Worth Metroplex. Not pictured is Inventory Control Associate Jon Veale. The facility primarily stocks specialty parts that are critical to machine uptime but are needed on a less frequent basis.

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



Booth N10825

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EQUIPMENT BUYING MADE EASIER

Here's what Komatsu's Sourcewell certification means to purchasers

If you work for a municipality, not-for-profit or government agency, money and time are often tight. When it comes to purchasing new equipment, you need to know you're getting high quality, backed by good service. One of the easiest ways to do that is to join a cooperative purchasing agency such as Sourcewell. Membership is free, and there are no minimum contract requirements.

Among the largest government cooperative agencies in North America, Sourcewell (formerly the National Joint Powers Alliance) represents more than



Doug Morris,
Director, Sales
and Marketing,
Komatsu America

50,000 member organizations that have access to hundreds of competitively solicited contracts covering a variety of products, solutions and services. With Sourcewell, the procurement process is simplified.

Ready-to-use contracts

Following an extensive evaluation, Sourcewell recently awarded Komatsu America a four-year contract to provide members with access to more than 50 heavy-construction-equipment products, as well as Komatsu's technology, service and solutions. Komatsu's distribution network, which includes 34 dealers with collectively more than 200 branches across North

America, will provide support to Sourcewell members.

"It stands to reason that if a well-respected agency, such as Sourcewell, thoroughly vets a manufacturer and selects it as a trusted heavy-equipment provider for governmental entities, then it meets the criteria for high-quality machines and world-class service," said Doug Morris, Director, Sales and Marketing, Komatsu America. "That should that give members and nonmembers alike confidence to source equipment solutions from a Komatsu distributor."

To learn more about Komatsu's contract with Sourcewell, visit komatsuamerica.com/sourcewell-cooperative-purchasing. ■

Sourcewell, one of the largest governmental cooperative agencies in North America, recently awarded Komatsu America a four-year national cooperative contract for heavy-construction equipment and related accessories, attachments and supplies.



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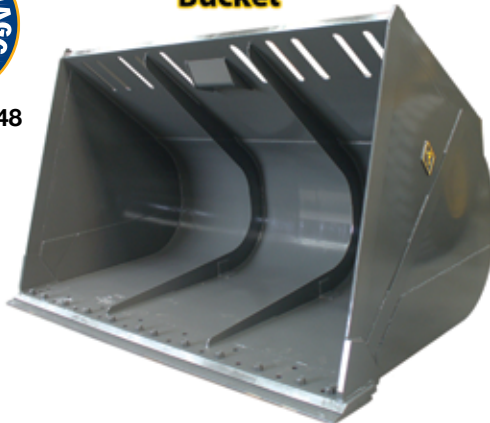
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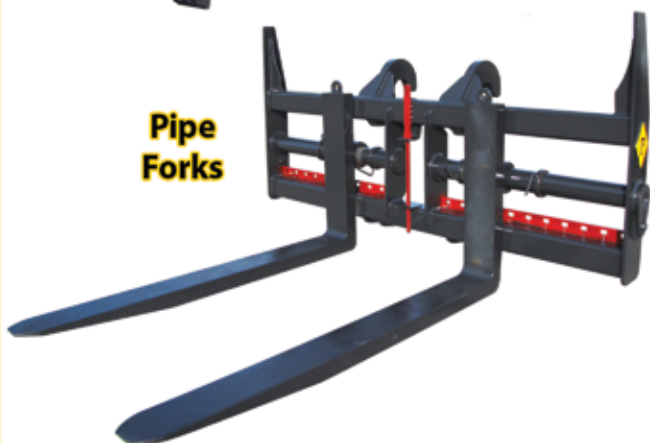
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EXPANDED PRODUCT OFFERINGS

Kirby-Smith named Takeuchi distributor for greater Kansas City area, offers full lineup of compact equipment

Takeuchi-US, manufacturer of compact equipment, recently introduced Kirby-Smith Machinery as its new dealer supporting the Kansas City, Kan., market. Although Kirby-Smith is new to the area, it has been a part of the Takeuchi dealer network in several other states for many years.

Kirby-Smith will feature a full lineup of Takeuchi equipment, including excavators, skid steer loaders, track loaders and wheel loaders. In addition, it will offer Takeuchi parts, rentals, sales, service, financing, product support and training.

"They have been in our dealer network for some time, and we have enjoyed a great working relationship with them supporting other markets across the south-central regions of the United States," said Jeff Stewart, Vice President and General Manager at Takeuchi-US. "Kirby-Smith has tremendous customer service, and we are confident they will represent Takeuchi well in the Kansas City area."

Headquartered in Oklahoma City, Okla., Kirby-Smith opened in 1983 and now has full-service branches in 11 cities across the country. It is rapidly

growing as a distributorship with more than 500 employees, and several new facilities and branch locations are also in production.

"We are excited to expand our partnership with Takeuchi to the Midwest with our location in Kansas City," said Kirby-Smith President Ed Kirby. "Throughout most of our locations, Takeuchi machines have always been a strong brand of compact equipment in our lineup. Takeuchi also aligns with our customer service philosophy of always putting customers first. It has been a great partnership." ■



Officials from Kirby-Smith Machinery and Takeuchi-US gather to celebrate an agreement that makes Kirby-Smith the distributor for Takeuchi compact equipment in the Kansas City metro area. The branch is located at 8320 Ruby Avenue.





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- Performing custom track service and undercarriage inspections
- Performing regular machine walk-around inspections

- Customizing solutions for any equipment repair and parts needs
- Reviewing technical analysis reports
- Helping predict 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.

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LEADING THE WAY

Aileen Collins encourages both women and men to pursue service technician careers

When people ask Aileen Collins why she didn't become a doctor or a nurse, her answer is, "I sort of did. The patients are just bigger and not human. They come to us, and we take care of them. Like people, sometimes the issues are big. Other times, it's a checkup and some maintenance."

In 2018, Collins became the first woman to graduate from a Komatsu Advanced Career Training (ACT) program when she earned an Associate of Applied Science in Diesel and Heavy Equipment, Komatsu ATC Technology degree from Oklahoma State University Institute of Technology (OSUIT). The two-year curriculum at the school in Okmulgee, Okla., combines classroom

and hands-on courses on campus, as well as real-world work in the shops of sponsoring Komatsu distributors.

Collins' patients represent a cross-section of heavy equipment, including dozers, excavators, wheel loaders and more. As a service technician for a Komatsu distributorship, she can diagnose and fix what ails them.

'Very rewarding'

"I wanted a career that would never get boring," stated Collins. "This definitely hits the mark. No two days are ever the same, and there are always opportunities to learn something new."

While in high school, Collins knew she wanted to pursue a career

working on machinery. In 2014, she graduated with a degree in diesel and heavy equipment from a technical college, then went to work for her dad's plumbing business. After a few years, she decided to further her education.

"I didn't realize that I was the first female until a couple months before graduation," said Collins. "I hope that more women consider becoming technicians. In fact, I encourage anyone – male or female – to pursue this career. It is very rewarding." ■

"I wanted a career that would never get boring. This definitely hits the mark."

Service technician Aileen Collins was the first woman to graduate from a Komatsu Advanced Career Training program. Now, she tells others about the benefits and opportunities afforded to service technicians. "I encourage anyone – male or female – to pursue this career. It is very rewarding," said Collins.



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



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CARLOS VEGA

Product Service Manager, Crushers brings first-hand perspective to customers in the sand and gravel industry

Even before recently joining the Kirby-Smith Machinery team, Carlos Vega felt like he was part of the family.

"I have known a lot of people from Kirby-Smith for a long time, and we always got along very well. I knew I'd fit in," said Vega. "Kirby-Smith has the same high standards as I do. I really enjoy the positive atmosphere and the way the company believes that everyone, including its employees and customers, are like family."

Vega brings that same attitude when he assists customers in his new role as Product Service Manager, Crushers. He has a wealth of experience in running sand and gravel operations, as well maintaining the equipment that goes along with them. His



Carlos Vega,
Product Service
Manager, Crushers

goal is to help customers maximize production and run their crushing spreads more efficiently.

Customers benefit from wealth of knowledge

"Carlos' experience is a valuable asset," said West Texas Area Manager Chuck Thompson. "He passes along best practices to help customers get the most value from machinery as well as reduce owning and operating costs. Customers appreciate that he's been in their shoes. Carlos has a unique, first-hand perspective."

Vega's relationship with Kirby-Smith is nearly two decades long. He worked for a sand and gravel operation that began purchasing Komatsu equipment in the early 2000s when Thompson was

a Territory Manager. Some of the first WA500 loaders Vega used were on the job well beyond 20,000 hours.

"That longevity was due, in large part, to the way Carlos approached maintaining those machines, along with assistance from Kirby-Smith," said Buck Lawson, Komatsu District Manager, who has also built a strong relationship with Vega. "A long time ago, Carlos shared his appreciation for Komatsu quality and the world-class support from Kirby-Smith. He said it seemed like a great place to work."

Now, Vega is talking to customers about Komatsu and Kleemann crushers, as well as stacking and conveying equipment.

"I was looking for a change and a challenge, and the company had the right fit at the right time," said Vega. "It's been a great move." ■



Carlos Vega (center) has joined Kirby-Smith Machinery as Product Service Manager, Crushers. He's had a long relationship with the company, as some of the first Komatsu loaders he used were purchased from West Texas Area Manager Chuck Thompson (right) when he was a Territory Manager. Vega has also worked closely with Komatsu District Manager Buck Lawson (left) through the years.



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| 2008 GROVE TMS9000E | GR08726X | 12,915 | \$415,000 |
| 1999 GROVE TMS540 | AL10001 | 2,384 | \$110,000 |
| 2000 GROVE TMS540 | AL10002 | 3,686 | \$125,000 |
| 2001 GROVE GMK5120B | GR01294X | 5,851 | \$245,000 |
| 2012 GROVE TMS9000E | GR12100X | 5,013 | \$525,000 |
| 2010 TADANO TM1052 | TD10036 | 7,300 | \$99,750 |
| 1998 LINK-BELT HTC8650 | AL10003 | 19,097 | \$125,000 |

EXCAVATORS

| | | | |
|---------------------------|----------|--------|-----------|
| 2016 KOMATSU PC88MR-10 | KM16479X | 1,463 | \$87,500 |
| 2012 KOMATSU PC130-8 | KM12396X | 4,208 | \$69,500 |
| 2014 KOMATSU PC138USLC-10 | KM14175X | 3,494 | \$112,500 |
| 2017 KOMATSU PC170LC-11 | KM17473X | 1,858 | \$129,650 |
| 2011 KOMATSU PC200LC-8 | KM11863X | 7,935 | \$62,500 |
| 2010 KOMATSU PC220LC-8 | KM10399X | 8,589 | \$49,500 |
| 2013 KOMATSU PC240LC-10 | KM13318X | 6,335 | \$79,500 |
| 2000 KOMATSU PC300LC-6LE | KM00475X | 11,018 | \$39,500 |
| 2010 KOMATSU PC350LC-8 | KM10313X | 12,147 | \$64,500 |
| 2017 KOMATSU PC360LC-11 | KM17284M | 3,105 | \$199,500 |
| 2008 KOMATSU PC400LC-8 | KM08948X | 9,357 | \$79,500 |
| 2013 KOMATSU PC490LC-10 | KM13105X | 13,825 | \$79,500 |
| 2007 KOMATSU PC1250LC-8 | KM07001X | 15,000 | \$399,500 |
| 2005 JOHN DEERE 200C-LC | JD05011X | 9,734 | \$36,500 |
| 2010 JOHN DEERE 35D | JD10103X | 3,275 | \$21,750 |
| 2012 JOHN DEERE 290G-LC | JD12207X | 5,229 | \$99,350 |
| 2014 JOHN DEERE 250G-LC | JD14001X | 2,719 | \$129,500 |
| 2005 CAT 320CU | CT05003X | 11,085 | \$46,250 |
| 2007 CAT 314C LCR | CT07003X | 8,365 | \$47,500 |
| 2009 CAT 336DL | CT09005X | 7,785 | \$89,350 |
| 2013 CAT 320EL LONG REACH | CT13008X | 6,295 | \$109,650 |

TRUCKS

| | | | |
|-----------------------|----------|--------|-----------|
| 1985 MOXY WATER TRUCK | ZZ85001X | N/A | \$49,500 |
| 1997 CAT 777D | CT97001X | 36,927 | \$169,750 |

BACKHOE

| | | | |
|-------------------------|----------|-------|----------|
| 2012 JOHN DEERE 310K EP | JD12007X | 2,775 | \$43,500 |
|-------------------------|----------|-------|----------|

CRUSHING & SCREENING

| | | | |
|-------------------------|----------|-------|-----------|
| 2013 SPYDER SCREEN 516T | ZZ13029X | 1,400 | \$129,500 |
| 2012 KLEEMANN MR110ZS | KL12012X | 3,550 | \$349,500 |



2016 KOMATSU WA470-8, KM16433X, 7,405 hrs., \$152,000



2012 GROVE TMS9000E, GR12100X, 5,013 hrs., \$525,000



2011 KOMATSU PC200LC-8, KM11901X, 11,760 hrs., \$99,750



2012 KLEEMANN MR110ZS, KL12012X, 3,550 hrs., \$349,500



2018 KOMATSU D61PXi-24, KM18450X, 2,115 hrs., \$279,750



2011 WIRTGEN WR2400, WR11029X, 3,500 hrs., \$249,500

WHEEL LOADERS

| Year/Make/Model | Stock # | Hrs. | Price |
|--------------------------|----------|-------|-----------|
| 2013 KOMATSU WA200-6 | KM13108X | 7,493 | \$67,500 |
| 2017 KOMATSU WA320-8 | KM17268X | 4,101 | \$134,500 |
| 2012 KOMATSU WA380-7 | KM12390D | 2,155 | \$127,500 |
| 2016 KOMATSU WA380-8 | KM16278X | 2,283 | \$167,300 |
| 2016 KOMATSU WA470-8 | KM16433X | 7,405 | \$152,000 |
| 2017 KOMATSU WA470-8 | KM17052X | 6,439 | \$165,000 |
| 2016 KOMATSU WA470-8 | KM16150X | 5,446 | \$159,500 |
| 2015 CAT 966M | CT15001X | 6,876 | \$169,250 |
| 2000 DAEWOOD MEGA 300iii | ZZ19004X | | \$23,650 |
| 2015 JOHN DEERE 544K | JD15012X | 5,639 | \$96,500 |
| 2015 JOHN DEERE 644K | JD15001X | 4,500 | \$157,500 |
| 2014 KAWASAKI 80Z7 | ZZ14043X | 6,197 | \$96,500 |

CRAWLER DOZERS

| | | | |
|--------------------------|----------|--------|-----------|
| 2006 KOMATSU D39EX-21 | KM06425X | 2,351 | \$44,650 |
| 2014 KOMATSU D39PX-23 | KM14199X | 2,289 | \$89,500 |
| 2011 KOMATSU D61EX-15EO | KM11394X | 5,594 | \$84,250 |
| 2018 KOMATSU D61PXi-24 | KM18450X | 2,115 | \$279,750 |
| 2011 KOMATSU D65EX-16 | KM11634X | 9,636 | \$84,500 |
| 2013 KOMATSU D65EX-17 | KM13113X | 5,568 | \$129,150 |
| 2016 KOMATSU D65EX-18 | KM16317X | 3,260 | \$169,500 |
| 2016 KOMATSU D85EX-18 | KM16519M | 2,100 | \$399,500 |
| 2011 CASE 850L | CA11003X | 4,339 | \$44,500 |
| 2012 JOHN DEERE 450J | JD12038X | 4,458 | \$39,500 |
| 2014 JOHN DEERE 750K-XLT | JD14014X | 3,976 | \$116,350 |
| 1994 JOHN DEERE 850C | JD94001X | 363 | \$34,500 |
| 2012 CAT D6T XW | CT12012X | 8,493 | \$93,350 |
| 1982 CAT D8K | CT82011X | 11,426 | \$39,500 |

SKIDSTEERS

| | | | |
|----------------------|----------|-------|----------|
| 2007 CAT 287C | CT07014X | 2,745 | \$27,500 |
| 2015 JOHN DEERE 33E | JD1501X | 2,100 | \$42,500 |
| 1999 TAKEKUCHI TL150 | TC99035X | 3,460 | \$24,500 |

PAVING & COMPACTION

| | | | |
|-----------------------|----------|-------|-----------|
| 2014 LEEBOY 8510C | LB14006X | 2,217 | \$89,500 |
| 2014 LEEBOY 8510C | LB14015X | 2,505 | \$75,000 |
| 2015 VÖGELE 5200-2i | VO15002X | 4,900 | \$119,500 |
| 2011 WIRTGEN WR2400 | WR11029X | 3,363 | \$249,500 |
| 2015 WIRTGEN WR200xli | WR15004X | 2,234 | \$279,500 |

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