



Connection

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

Big Creek Construction

See how the Miller family became
one of central Texas' premier
heavy-highway contractors



John Miller,
Chief Executive Officer



Wade Miller,
President



MESSAGE FROM THE PRESIDENT



Ed Kirby

Dear Valued Customer:

Kirby-Smith Machinery recently opened a new Waco location to better serve customers in the greater Waco area and surrounding counties for central Texas.

Waco is a strategic location for us, and we are excited for the opportunity to become a greater part of the fabric of an outstanding community. The branch is located at 415 Enterprise Blvd., Hewitt, TX 76643 and can be reached at 254-261-1370.

The impact of COVID-19 continues to be felt by companies, communities, individuals and families across the United States and around the world. Our team at Kirby-Smith is committed to ensuring that we can offer you the same service and support you deserve and have come to expect as our customers.

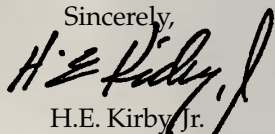
We commit to you that we will be as flexible, creative and innovative as possible while we all explore options for trying to maintain business as usual during these very unusual times.

- Each of our locations will maintain our normal business hours, and our 24-hour emergency service continues to remain fully operational.
- Our supply chain has yet to be disrupted and parts orders are expected to be delivered in a standard time frame.
- We will make every effort to process all parts, sales, rentals and service orders within our standard time frame.
- We encourage our team to follow the business operational, health, safety and distancing guidance of federal, state and local authorities, including the CDC, as well as honor the requests some have already made of vendors.
- You can contact our parts department at any of our 12 branches and our team will load your parts directly onto your vehicle when you arrive at our location for pick up. You can also easily order parts online through the MyKomatsu website at <https://mykomatsu.komatsu>.

While much remains uncertain right now, one thing is for sure: this crisis will pass. It may not look the same as it did before March 2020, but we are committed to remaining open and transparent as we continue to partner with you in the months and years to come.

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

Sincerely,



H.E. Kirby, Jr.

President, Kirby-Smith Machinery, Inc.

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Connection

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MELISSA, TX	New location coming soon!		

BIG CREEK CONSTRUCTION

Miller family builds from early maintenance jobs into one of central Texas' premier heavy-highway contractors

For more than a quarter of a century, John Miller and his son, Wade, have worked for the same company. During the past 23 years, they've owned Big Creek Construction, one of the most well-known heavy-highway contractors in central Texas.

"Prior to going into business for ourselves, Dad was the president of another organization, and I worked on one of its hot mix crews," recalled Wade. "He really wanted to go on his own, so we bought out another company."

With that purchase came four small Texas Department of Transportation (TxDOT) projects on the books and a staff of nearly 30 people. The Millers say those jobs almost put the company under before it ever really got off the ground.

"The projects were tough, and we struggled building them," said John. "They could have broken us. Fortunately, we were able to pick up some profitable maintenance jobs the first summer, and those really helped us get established."

Big Creek Construction has continued to build since. Today, the firm primarily specializes in large TxDOT undertakings in a territory that encompasses roughly 25,000 square miles around its home base of Waco. With a staff of approximately 650, it self-performs nearly every aspect of a project, including pavement removal, subbase preparation and paving. John is Big Creek's Chief Executive Officer and Wade serves as President. Rounding out the management team is Wade's brother Mark, who is Vice President, and Chief Financial Officer Chris Wolfe.

Name, location changes

Despite gaining a firm business foothold early on, the Millers, who resided in Waco, were missing a place to call their own, as well as a unique name for their business.

"We operated under the previous name for about a year," Wade explained. "Those early projects were in the Bryan/College Station area, so we drove back and forth every day from Waco, which is nearly 90 minutes

one way. Each drive took us across Big Creek. Anybody who knows it can tell you that, depending on rainfall, it's either a trickle or a raging ocean. Feast or famine, kind of like how road construction can be. Dad thought Big Creek Construction was a fitting name for the company."

Big Creek lies just north of Calvert, which is approximately halfway between Waco and the Bryan/College Station area. The Millers bought a place near there and used it as a base of operations for about four years.

"Our early focus was maintenance, rehab and patching," said Wade. "Around 2000, we took on a road project that included dirt, structures and a lot of asphalt paving, and the transition to larger state jobs started. We added more highly skilled staff who could handle the various scopes of work. It was the springboard to what we have become."

The project was close to Waco and led to the company's full relocation near the Millers' home. Big Creek Construction bought 180 acres down the road in Lorena, where it constructed office, shop and yard facilities as well as asphalt and ready-mix plants.

Additionally, the Millers started a second company, BC Materials, which produces concrete, asphalt and aggregates for Big Creek Construction and is a retailer to outside customers from multiple plants and quarries.

"With Big Creek, we typically handle state projects up to about \$65 million as a general contractor," John noted. "We sub to other contractors on larger projects, offering them services such as paving. BC Materials supplies them with hot mix, subbase and other materials."

Good combination of equipment, service

Big Creek Construction recently began a nearly two-year, \$64 million



John Miller (left) is Chief Executive Officer of Big Creek Construction and his son, Wade, is President. The duo started the company 23 years ago, and today it's one of the largest heavy-highway contractors in central Texas. They also own and operate BC Materials.



► VIDEO

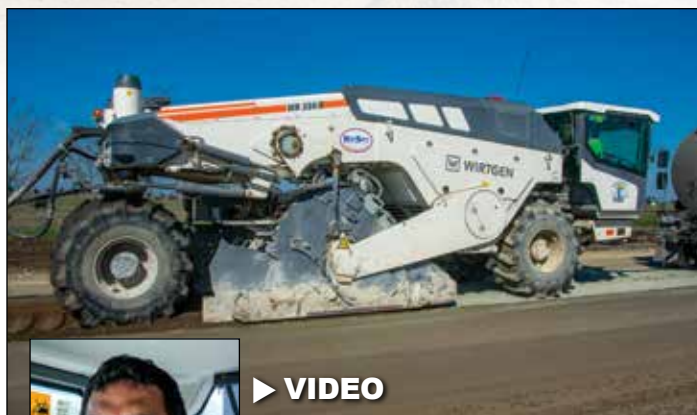
Operator Tim Taylor blades windrows with a Komatsu GD655-7 motor grader. "It has plenty of power, and, at the same time, the controls are smooth," said Taylor. "The visibility is outstanding."



project on OSR Highway near Bryan. It involves removing the existing pavement and subbase, then cutting subgrade to a new profile. Once that's complete, crews rebuild the subbase with existing soils, new flex base and a foamed asphalt process that incorporates those materials with powdered cement, hot oil and water.

The construction firm is using WIRTGEN WR 250i and WR 240i cold recycler/stabilizers as the main machines in the foaming process. In addition, it utilizes WIRTGEN GROUP products, including a Streumaster binding-agent spreader to put down the cement and HAMM rollers to compact the subbase to complete the task.

"The foamed asphalt process creates a very strong, long-lasting base," stated Ryan "Alaska" McGlinchy, Superintendent of Foamed Asphalt, who noted that the project includes seven new precast bridges that Big Creek is building off-site and "wheeling" into place to replace the old structures. "The recyclers make the process fast and efficient. They also give us versatility



► VIDEO

Operator Arturo Figueroa performs a foamed asphalt process with a WIRTGEN WR 250i cold recycler/stabilizer as part of subbase preparation on a road rebuild project. "It's very accurate on the mix design," said Figueroa. "The machine is simple to learn and easy to operate."



Ryan "Alaska" McGlinchy, Superintendent of Foamed Asphalt



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because we use them for traditional stabilizing and reclaiming as well.

"Across the board, the WIRTGEN GROUP products are solid performers," he added. "For example, we have WIRTGEN mills that we've used for several years, some of which have more than 10,000 hours."

Big Creek Construction acquired its WIRTGEN GROUP products from Kirby-Smith Machinery, most recently working with Waco-based Territory Manager Trey McNeel and Key Account Product Specialist Gary Corley. They have also helped the Millers add Komatsu

Continued . . .

'New branch in Waco is great for us'

... continued

motor graders, wheel loaders and excavators to Big Creek's fleet and wheel loaders to BC Materials' operations.

"Komatsu became our main brand of production machines because they are productive and reliable," said Wade. "We have used excavators and loaders for several years and recently transitioned to the motor graders, which our operators really like because Komatsu graders have the steering wheel and traditional controls."

John added that the equipment Kirby-Smith carries is excellent, but its service plays a big role in purchasing decisions for both Big Creek and BC Materials.

"Gary, Trey and Kirby-Smith in general are fantastic to work with," John said. "They took the time to get to know our needs and applications in order to best match the machinery to them. For example, how we use loaders in the field versus our plants and quarries is very different. They understand that and helped us put the right pieces into their respective places so that we get maximum production. They also worked to set us up to do foamed bit asphalt, which is a unique application that not many other contractors are doing."

"Kirby-Smith's new branch in Waco is great for us and other contractors in

the area," John continued. "It provides faster access to parts and service, which minimizes downtime. We believe it will further strengthen our relationship."

New generation, solid long-term outlook

The Millers' long days of hard work – up to 18 hours in the early years – paid off for Big Creek Construction. It was more than simply their dedication that made the company, and ultimately BC Materials, successful, according to Wade.

"Our staff deserves a world of credit," he shared. "We have built a nucleus of really good folks who care and are willing to go the extra mile to get projects done right, on time and on budget. Many have been with us long term, and there are even multiple generations of families who work here. Now, we have a third generation of our family involved with the addition of my son, Kade, who recently came on full time, which is a tremendous source of pride."

With millions in TxDOT funding committed for approximately the next decade, there will be ample projects for the Millers and their staff to work on for the future.

"The outlook is promising, and as TxDOT work continues to grow, we're in a position to expand with it," said Wade. "I can see Big Creek potentially employing 1,000 people in the next five years because of the workload that's going to be happening around us." ■



(L-R) Big Creek Construction Owners Wade and John Miller meet with Kirby-Smith Machinery Key Account Product Specialist Gary Corley and Territory Manager Trey McNeel. "Gary, Trey and Kirby-Smith in general are fantastic to work with," John said. "They took the time to get to know our needs and applications to best match the machinery to them."

Big Creek Construction and its sister company, BC Materials, use Komatsu wheel loaders to move materials, charge hoppers and load trucks.

▶ VIDEO



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LONGHORN CONSTRUCTION SERVICES

A visit to west Texas leads to new venture for couple building family business focused on earthwork

The story of Longhorn Construction Services is built on an opportunity and a willingness to take a chance on it, according to Owners Jason and Tassa Fenn. The husband-and-wife team founded the Midland-based company nearly a decade ago after a visit to west Texas.

"When the economy took a big downturn in 2008, a lot of businesses were negatively affected, including the one we had in southern Arizona," recalled Tassa. "We made a trip to Texas to see some friends, and they told us things were booming here. Jason and I thought about it a lot and decided to make the move."

They didn't pack up everything and fully leave Arizona right away. During the course of several months, the couple and their six children at the time – the seventh was born in Texas – made numerous trips to Midland.

"We often drove through the night so the kids could sleep," said Tassa. "In the end, it was well worth it. They saw our commitment and work ethic,



(L-R) Jason and Tassa Fenn own and operate Longhorn Construction Services, which specializes in earthwork, and their daughter Kylee is now a full-time member of the Midland firm.

and we believe those are positive ideals for them to strive for."

One of their children, Kylee, is a full-time staff member at Longhorn Construction Services, as she's currently learning all aspects of

the business. That includes office management and bookkeeping, which Tassa has overseen during the past decade. Their son, Brady, helps in the field and runs equipment on occasion.

"The example they have set is unreal," said Kylee of her parents. "I loved watching them build the business together. I'm very proud to be a part of it now."

Jason continues to run field operations. Key members of the approximately 15-member staff include Superintendent Duane Walls and his son, Devon, who serves as Maintenance Manager.

"Our focus has changed from when we started, transitioning from concrete services for residential foundations to full earthwork packages in the commercial, industrial and oilfield markets throughout the Permian Basin," explained Jason. "Longhorn Construction Services does everything from clearing and grubbing to finish grading. A lot of our work now involves pad, pond

A Longhorn Construction Services operator loads a truck with a Komatsu WA270-8 wheel loader.





▶ VIDEO

Longhorn Construction Services uses Komatsu dozers, including D65EX-18 and D155AX-8 models, to push and rip during pad construction. "They are efficient and have good visibility all around," said Superintendent Duane Walls.

and road construction for oil and gas sites."

Getting back to where it started

Earthwork is familiar ground for the Fenns, especially Jason. He grew up working in his father's construction company, learning to move dirt and install underground sewer lines, as well as work with concrete and asphalt.

"I learned a little bit of everything," Jason recalled. "My dad modeled how to work hard, take care of customers and run a business. I developed a sense of entrepreneurship as well. I knew when I was in high school that I wanted to be in business for myself."

Two years after graduation, he started Picacho-Fenn Construction in Picacho, Ariz., where he specialized in earthwork. That eventually became

Fenn Concrete with a shift away from dirt after a few years.

"Longhorn's transition to more of a dirt-focused business means we have kind of come full circle," Tassa pointed out. "It's really Jason's passion. He loves it. As more and more customers saw his expertise in it, our relationships grew. They gave him more opportunities and referrals, and things really took off."

One of Longhorn Construction Services' first big earthwork projects involved pad construction for 164 lots at an RV park in Pecos that included installation of sewer and water lines. That assignment helped launch the company into even larger undertakings, such as site work for some of the biggest sand plants in

west Texas. One project consisted of moving about 140,000 yards of earth for the construction of a new rail spur. Another saw Longhorn move approximately 300,000 yards to balance the site.

Service stands out

Bigger jobs meant bigger equipment. About three years ago, Longhorn Construction Services turned to Kirby-Smith Machinery's Odessa, Texas, branch to rent Komatsu equipment. It has since



Devon Walls,
Maintenance
Manager

Continued . . .

'They (Kirby-Smith) stand above the crowd'

... continued

purchased several machines, working with former Territory Manager JP Cotton, who is now Kirby-Smith's Finance Manager, as well as Rental Manager Michele McDermett for all acquisitions.

"What stood out first and foremost was the customer service and how JP, Michele and Kirby helped us get the right machines to fit our needs," stated Jason. "They stand above the crowd. Kirby had the rental units, and

if there was any issue, they were right on it, either that day or the next, in most cases. Other dealers would take a week or more to just get to us. It's hard to justify renting something and not being able to use it."

Longhorn Construction Services uses Komatsu dozers, including D65EX and D155AX models, for pad and pond construction and to place caliche. Operators perform mass excavation and dig for utilities with

a variety of excavators; use wheel loaders to move materials and HAMM rollers for compaction.

"All the Komatsu equipment performs very well, even in the tough conditions we encounter out here in west Texas," said Maintenance Manager Devon Walls. "The production is outstanding, and they don't cost us significant downtime. Nearly everything we do to them involves basic maintenance or repair of normal wear and tear items.

"I track the machines with the KOMTRAX telematics system through either a tablet or phone," Devon continued. "It's a great fleet management tool that allows me to see hours and stay on top of services. I really like the location feature. It pinpoints where a machine is, so if I need to pick it up, I can go right to it. That saves time and travel-related costs."

Keeping it in the family

The Fenns have established firm roots in Texas and plan to keep growing Longhorn Construction Services. For now, they are also determined to stay on the same path when it comes to the markets the company serves.

"We would rather stay with the large commercial and industrial types of jobs," said Jason. "That's not to say we wouldn't look at doing some residential work, but it's really not our main objective. Economic factors will play into the future, too."

That future may hold more of the Fenn children joining Longhorn Construction Services. "Our hope is we are building something that they want to become a part of and keep it running for many years to come," said Tassa. "We feel blessed to be here and continue to grow. The sky is the limit as far as we are concerned." ■



(L-R) Kirby-Smith Machinery Finance Manager JP Cotton meets with Longhorn Construction Services Owner Tassa and Jason Fenn as well as Maintenance Manager Devon Walls. "What stood out first and foremost was the customer service and how JP, Michele and Kirby helped us get the right machines to fit our needs," said Jason. "They stand above the crowd."

Brady Fenn compacts dirt on a pad site with a HAMM H 12i padfoot roller. "It has good visibility and is easy to run," said Fenn.

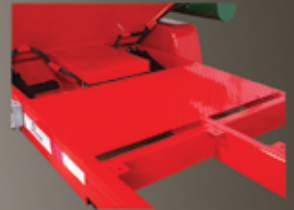


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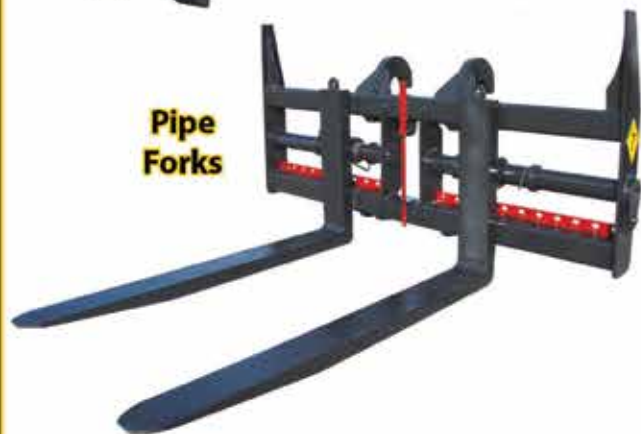
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"Those savings potentially make equipment users more competitive and more profitable," said Komatsu Senior Product Manager Bruce Boebel. "Feedback we received in the field guided us to improvements that make the new WA475-10 wheel loader up to 30 percent more fuel efficient compared to the WA470-8 model (production/fuel). We've incorporated next-generation technology with considerable benefits to make this machine ideal for quarry, waste, infrastructure, forestry and non-residential applications."

More muscle, simplified control

The WA475-10 has 18 percent more horsepower than the WA470-8 but achieves increased fuel efficiency



Bruce Boebel,
Komatsu Senior
Product Manager

with its Komatsu Hydraulic Mechanical Transmission (KHMT). Contributing to better economy and productivity is the independent work equipment control that simplifies operation by separating the accelerator pedal from the speed of the work equipment.

"If a few extra RPM are needed, a work equipment lever can be used to spool up the pump," Boebel explained. "That allows the operator to concentrate on approaching the hopper or truck without the need to push the accelerator to speed up. It's a lot more fluid operation."

KHMT's dynamic braking reduces brake wear, extending component life. The loader's auto hill-holding function enables it to remain stationary on a

slope without the brakes, so even if the operator does not apply the brake pedal, the machine won't roll back on uphill applications, such as stockpiling.

To further boost productivity, the boom lift force of the WA475-10 is bolstered by 20 percent and breakout force is increased by 8 percent. A new bucket design improves pile penetration and better retains material in load and carry applications.

"Further conversations with equipment users also led to an improved operating environment that includes an updated cab with floor-to-ceiling glass, ergonomically designed switch layouts and a fully adjustable five-axis console for enhanced operator comfort," Boebel said. "It is a true workhorse engineered from customer input." ■

Brief Specs on Komatsu's WA475-10 Wheel Loader

Model	Operating Weight	Bucket Capacity	Applications
WA475-10	56,240-60,400 lb	5.5-6.0 cu yd	Quarry, waste, infrastructure, forestry, non-residential

The WA475-10 wheel loader has up to 30 percent greater fuel efficiency compared to the WA470-8. It features increased breakout and boom lift force as well as a new bucket design that improves pile penetration and better retains material in load and carry applications.

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NEW NATIONAL BOOM TRUCKS

NBT40-2 series offers upgraded features, versatility with improved capacity, reach

Versatility and the ability to work across industries with confidence are essential to boom truck users. National Crane offers those attributes with its NBT series models, which include an upgrade in terms of capacity, reach, comfort and advanced features compared to previous models.

The NBT40-2 series is ideal for work in commercial or residential construction due to its versatile boom lengths and excellence in close charts or capacity at reach, according to Bob Ritter, Product Manager of Boom Trucks at Manitowoc. He added that tree service providers will also find it useful for its rugged design, capacity and long reach, especially when needing 200 feet plus of platform height.

The new NBT40-2 series, which includes the 45-ton-capacity NBT45-2, provides greater capacity, reach and advanced features compared to predecessor models. The boom trucks are ideal for work in commercial or residential construction, as well as for tree service providers.

Designed with customers in mind

"The NBT40-2 series continues the evolution to the next generation of boom trucks that started with the NBT50L series," said Ritter. "It improves on many aspects of its predecessors, providing the strongest and most comprehensive load charts available for a 40-ton or 45-ton boom truck with no increase in gross vehicle weight of the crane (compared to the NBT40-1 series). With two choices for capacity and reach, we're providing customers with options to suit their specific needs."

Customers can choose either a 127-foot or 142-foot main boom with the NBT40-2 series, which also offers a two-piece, 31-foot to 55-foot telescoping jib. It features a maximum tip height of 150 feet, which can be extended to 204 feet with the jib.

The turntable and torsion box were redesigned for a solid feel, even when lifting out at the extents of the load chart, and the boom has been re-engineered for increased boom stiffness to maximize load chart and minimize flex. A redesigned, fixed counterweight system has enabled National Crane to optimize the boom truck's capacity, ensuring it has best-in-class load charts while remaining weight neutral compared to the NBT40-1.

"The National NBT40-2 is a great improvement on its predecessor. Manitowoc has done a really nice job of improving reach, capacity and operator features without impacting any of the unit's overall weight, versatility or efficiency advantages," shared

Kirby-Smith Machinery Vice President, Crane Division Rickey Bailey. ■



Rickey Bailey,
Vice President,
Crane Division





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ROUGH-TERRAIN CRANE

Grove rough-terrain crane features 120-ton lift capacity, new carrier design for better utilization

Rough-terrain cranes continue to grow in popularity due to their reliability and versatility. When customers told Manitowoc they needed a 120-ton model, the company responded with its Grove GRT8120 that delivers the longest boom and strongest load chart in its size class, according to John Bair, Product Manager for Rough-Terrain Cranes at Manitowoc.

“Customers wanted to increase their crane utilization with easier transportability, greater reach and capacity as well as improved access for serviceability,” said Bair. “We were able to accomplish this through an all-new carrier design along with several other features that debut on this crane.”

Added versatility, long reach for compact jobsites

The Grove GRT8120 has a capacity of 120 tons and a 197-foot main boom. It can reach 265 feet when equipped with the available 57.6-foot bi-fold swingaway extension, which comes in either manual or hydraulically offsettable configurations. Also new to the GRT8120 is the MAXbase asymmetrical outrigger system for versatility in jobsite setups. This feature, combined with the lightweight, compact carrier and long boom, makes the crane ideal for congested jobsites that require maximum reach.

In lieu of string pots, the crane has smart-sensing outrigger cylinders. They, along with every component on the GRT8120, were tested well past industry standards at Manitowoc’s Product Verification Center to ensure reliability. “We’ve also added a wireless, handheld rigging remote for quick and easy setup on a jobsite,” shared Bair. “And, this crane is outfitted with the CCS (Crane Control

System) that improves efficiency and reduces training time.”

A wider, full-vision cab with 20-degree tilt maximizes operator comfort and visibility. From an operational perspective, the GRT8120 offers the Boom Configurator mode that simplifies telescoping of the boom and provides on-board lift planning.

“Again, Manitowoc is out in front of everyone with the new Grove GRT8120 that features the best

boom length and capacity in the class. The new GRT models have been rock-solid reliable and real standouts for operators providing comfort, efficiency and technology,” said Kirby-Smith Machinery Vice President, Crane Division Rickey Bailey. “The list of features that support operators is extremely impressive with Crane Control System, wider cab, tilt cab, Boom Configurator, on-board lift planning, MAXbase, wireless rigging remote and more.” ■

The Grove GRT8120 features a capacity of 120 tons, a 197-foot main boom with a maximum height of 265 feet when equipped with the 57.6-foot bi-fold swingaway extension that comes in either manual or hydraulically offsettable configurations.



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PAVING CORNER

Kirby-Smith Machinery works with industry and a customer to put emerging asphalt paving technologies into policy and practice

As one of the top WIRTGEN GROUP dealers in the country, Kirby-Smith Machinery's Road and Mineral group is often at the epicenter of new technology and specification changes in Texas. In the ever-changing world of asphalt paving, it is essential that emerging technologies become best practices and established policy. By virtue of our close contact with our customers and deep involvement with the Texas Asphalt Pavement Association (TxAPA), we are well-positioned to recognize new trends and partner with our customers to find cost-effective solutions to new pavement designs and the challenges they present. We find that part of our mission is to help educate governmental agencies and other stakeholders in surface transportation of these new technologies.

Through the efforts of Kirby-Smith and the WIRTGEN GROUP team headed by Mark Stahl, the foamed bitumen process has become a mainstream specification in the TxDOT handbook. Both TxDOT and the roadbuilding community have embraced foamed bit as a low-cost, high-quality method for restoring a badly decomposing secondary road system. One of the most important aspects of this process is that the restoration can be completed quickly without road closure, and traffic can be resumed at the end of each day. We have worked with half a dozen contractors on approximately 10 projects with outstanding results.

Leading the way

On a separate issue, we recently worked closely with VÖGELE's Laikram Narsingh and TxAPA to get a specification change at TxDOT that broadened the acceptance of infrared technologies used to determine thermal segregation in asphalt pavements.



Gary Corley,
Kirby-Smith
Key Account
Product Specialist

The new spec now includes VÖGELE's proprietary infrared Road Scan thermal imaging system. This superior system is an integral part of the VÖGELE paver instead of a "will fit," after-market product. By this plug-and-play integration, there is no cumbersome sensor bar on the top of the paver's screed, providing more safety and ease of operation. In addition, the Road Scan uses Veda software,

which is universally accepted in the United States and is preferred by engineers and inspectors.

Presently, Kirby-Smith Machinery is working through TTI and Madden Contracting on a full-depth reclamation study that involves milling and replacement of asphalt pavement in lifts of six inches using a VÖGELE adjustable, high-density tamper bar screed on the VÖGELE Super 2000-3i paver. The tamper bar screed creates higher densities in the mat than the typical vibratory screed prior to compaction by the vibratory tandem rollers. By comparison, overlay lifts

of two to three inches would be considered a norm. This pavement strategy is of particular interest on state highways and occasionally on interstate highways where increased traffic, especially by trucks, demands a higher degree of pavement integrity and longer life. This is the second series of these tests and given the positive results, we expect TxDOT will modify existing specifications to include this deep-lift paving technique.

These are a few examples of Kirby-Smith's deep commitment to the asphalt paving industry. This commitment requires that we must "wear several hats." First and foremost, we must offer the finest paving products which we have in the WIRTGEN/VÖGELE lines and must also provide top-notch product support. But beyond that, we must have expertise in these emerging technologies to increase quality and productivity for our customers. In everything, Kirby-Smith Machinery's commitment and passion for the road building industry will continue to be a vital part of our culture and mission. ■



Kirby-Smith Machinery is working with a customer on a full-depth reclamation study that involves milling and replacement of asphalt pavements in lifts of six inches using a VÖGELE adjustable, high-density tamper bar screed on the VÖGELE Super 2000-3i paver.

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BUILDING ON SUCCESS

Next generation of HAMM pneumatic tire rollers – HP Series – is teeming with technical innovations and advances

In the 1960s, HAMM launched the GRW, a revolutionary pneumatic tire roller that dominated the market for several decades. Now, HAMM's new HP Series of pneumatic tire rollers are ready to carry the torch as the worldwide successor to the GRW.

The HP Series includes four models – HP 180 and HP 180i, which offer operating weights between eight and 18 tons, and the HP 280 and HP 280i with operating weights between 10 and 28 tons. All models will be in operation in North America by the end of 2020.

The flexible ballast is a standard feature on the HP Series rollers that allows end users to quickly adjust operating weight to suit the asphalt type, layer thickness and application. Prefabricated bodies made of steel or concrete can be inserted or removed from the large compartments between the wheel sets simply by

using a forklift in the garage or on the jobsite.

HAMM locates the ballast spaces in the center of the rollers to ensure the weight is always evenly distributed over both axles in order to create conditions that optimize compaction quality.

The HP Series rollers also feature a supplementary water tank, which holds approximately 400 gallons and an innovative sprinkling system that doses and mixes additives during compaction.

Operating efficiency

HAMM developed a common platform for all model variants of the HP series in every market throughout the world. The language-neutral system shortens the learning curve for operators and allows them to run multiple rollers within the series without the need to learn a new program.

The platform is one of many enhancements designed to maximize operator performance. A spacious, cabin delivers maximum visibility over the machine and construction site. HAMM's proven asymmetrical frame concept was carried over from the GRW rollers. This type of frame is a quality advantage because it follows the track offset between the front and rear wheel sets while also continuously allowing a clear view to the outer flanks and rear wheels.

Brake pedal access within the HP Series was improved as it was integrated into the seat-operating unit to deliver constant, reliable access to the brakes, which maximizes safety. ■



Discover more

(L-R) HAMM's new HP Series of pneumatic tire rollers – HP 180, HP 180i, HP 280 and HP 280i – have a common platform for operating efficiency. The language-neutral system shortens the learning curve for operators and allows them to run multiple rollers within the series without the need to learn a new program.





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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.

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- Improve your machine productivity by 15% with our RAMP

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DELIVERING PRECISION AND VALUE

WIRTGEN merges the latest technology, performance with new intelligent F-Series milling machines

Industry-leading performance paired with ground-breaking technology has become synonymous with the WIRTGEN GROUP equipment. That combination is again on display with the latest additions to WIRTGEN intelligent F-Series cold milling machines, the W 220 Fi and W 250 Fi.

These large milling machines serve a wide range of applications with a maximum milling depth of 14 inches – including surface course rehabilitation and fine milling work.

The 81,792-pound W 220 Fi is equipped with a two-speed dual shift powershift transmission and offers 801 horsepower. The 93,256-pound W 250 Fi boasts an active, dual-power engine drive with 1,010 horsepower.

Efficiency booster

As with the F-Series model that preceded them, both the W 200 Fi and W 250 Fi feature WIRTGEN's Mill Assist program that is designed to match the machines' output with

engine performance to maximize efficiency. In automatic mode, the system provides the optimal balance to minimize operating costs.

This program helps to reduce diesel, water and pick consumption as well as carbon dioxide emissions. The intelligent control of the two-speed powershift transmission extends both the upper and lower range of possible milling drum speeds. At a lower speed, fuel and pick wear can be significantly reduced. At higher speeds, milling pattern quality is ensured.

Further expanding the technological offerings on the mills is the new WIRTGEN Performance Tracker (WPT), which calculates the precise surface milling performance, volume and consumption values for each machine.

WPT collects and displays the data in real time on the machine operator's platform during operation. It also gathers the operational data and automatically generates a report immediately upon completion of a job. ■

Quick Specs on WIRTGEN's W 220 Fi and W 250 Fi Cold Milling Machines			
Milling Width	Milling Depth	Weight	Horsepower
W 220 Fi 7 ft, 3 in	14 in	81,792 lb	801 hp
W 250 Fi 7 ft, 3 in	14 in	93,256 lb	1,010 hp

WIRTGEN's newest intelligent F-Series milling machines – the W 220 Fi and W 250 Fi – are the largest offerings in the F-Series; they feature 14-inch maximum milling depth and 7-foot, 3-inch milling width.



Caption

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ADVANCED TECH

New high-performance cold recycler delivers full-depth asphalt removal in single pass

WIRTGEN's new W 380 CRi cold recycler combines top-end performance and industry-leading innovation to handle structural rehabilitation projects on roadways.

With an operating weight of 116,845 pounds, the W 380 CRi has the ability to perform full-depth recycling at 12 inches. The cold recycler can also restore road surfaces up to a width of 12 feet, 6 inches. With its mixing capacity of 787.2 tons per hour and the high-precision LEVELPRO leveling system, the W 380 CRi is well-suited to rehabilitate surfaces in a single pass.

The W 380 CRi makes the cold-milling rehabilitation process cost-effective and sustainable. As the machine removes the existing surface, it simultaneously mixes it with bitumen to develop a processed-in-place material that

creates a foundation for a final asphalt layer. This process reduces the need to haul away waste or purchase and import new material.

In addition to cold recycling, the W 380 CRi can also serve as a high-performance milling machine. With a high conveyor capacity and a 1,038-horsepower engine, it manages removal work to a milling depth of 13.8 inches.

Double duty

The ability to double as a mill enables large-scale rehabilitation work to be carried out quickly on projects like removal of complete asphalt packages and homogenization

and granulation of damaged asphalt layers.

WIRTGEN also addressed operator comfort in its design of the W 380 CRi. The main control panels offer flexible positioning while a high-resolution color screen displays machine data, including on-board diagnostics that allow for quick and easy assistance with maintenance procedures.

The optimized geometry of the cab delivers enhanced visibility, and operators can use the control panel to view seven cameras mounted along the recycler. A powerful LED lighting system also increases visibility for night operation. ■

Quick Specs for WIRTGEN's W 380 CRi Cold Recycler

Working Width
12 ft, 6 in

Working Depth
13.8 in

Weight
116,845 lb

Horsepower
1,038 hp

WIRTGEN's new W 380 CRi combines top-end performance and industry-leading innovation to take on road structural rehabilitation projects.



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A SUITE OF SERVICES

Smart Construction offers solutions to digitally transform your jobsite, optimize processes

From jobsite equipment to remote monitoring systems, bidding software and GPS grade control that makes earthmoving more efficient, today's construction industry is more innovative than ever.

"Those who embrace advancements and put them to best use tend to be more efficient, productive and profitable," said Jason Anetsberger, Komatsu Senior Product Manager. "Our Smart Construction suite of solutions can help customers digitally transform their operations to most effectively use equipment and technology in planning, management, scheduling, tracking and more. It's designed to help optimize processes and improve overall jobsite productivity."

From pre-bid through project completion, there is a solution that companies can utilize



Jason Anetsberger,
Komatsu Senior
Product Manager



Renee Kafka,
Komatsu Product
Marketing Manager

to improve their operations with digital technology, according to Komatsu Product Marketing Manager Renee Kafka.

"Smart Construction looks beyond the machine," stated Kafka. "We recognize that every contractor is unique. Some need help with bidding, others with implementing intelligent Machine Control and a third might be seeking a way to identify bottlenecks on a project or how to calculate daily production using drone technology. We have a comprehensive list of options to meet their needs."

Komatsu will start releasing the following solutions through Smart Construction over the next year:

- Design – Go from rolled-up paper plans to 3D designs and more with 3D data generation.
- Remote – Send new design data to machines in the field or remotely support operators without traveling to the jobsite.

- Dashboard – Visualize and analyze design, drone and machine as-built data to measure cut/fills, quantities and productivity.
- Fleet – Collect the data needed to optimize fleets and track production, all on a mobile app.
- Drone – Provide a bird's-eye view of the jobsite, in a fraction of the time compared to a ground-based survey.
- Edge – Rapidly process drone data into a 3D terrain map without leaving the jobsite.

"There are several tools and devices for the construction phase, but customers need more. With Smart Construction, Komatsu looks beyond the jobsite at the whole construction process," said Kafka. "For example, before putting a machine in the dirt, you have to bid and win the job. From conversations with customers, we understood this was an area where we could assist. Helping customers capture data during construction gives them actionable information for use in future bids."

Kafka added that tracking production can be accomplished in several ways: you can take as-built data from Komatsu intelligent Machine Control dozers and excavators while they work and combine it with data from daily drone flyovers. She said

Continued . . .

Komatsu's Smart Construction offers tools to optimize operations throughout the entire construction process, from pre-bid to completion. "Our suite of services can help customers digitally transform their operations to most effectively use equipment and technology in planning, management, scheduling, tracking and more," said Komatsu Senior Product Manager Jason Anetsberger.



Smart Construction provides customers with actionable data

... continued

this process, along with other Smart Construction solutions, can replace traditional calculation methods, such as using a counter or paper tickets to keep track of loads.

"You get a very accurate view of day-by-day progress and see production quantities and stockpile volumes," said Kafka. "In working with customers, we found that a

picture is really worth 1,000 words, and you can access it remotely without visiting the site. It is also an easy way to look back at the progress of the site versus a month ago."

Contact your local distributor

Anetsberger recommends that customers contact their local distributor to discuss the suite of Smart Construction tools and which ones, or all, that may be right for them.

"Smart Construction is a mix of hardware and digital solutions as well as human-delivered services," explained Anetsberger. "The latter involves Komatsu's experienced personnel out in the field collecting feedback and knowledge from jobsites. Our goal is to redeploy that information to our customers, who can use it to positively affect practices." ■



Smart Construction solutions include a dashboard that helps to visualize and analyze design, drone and machine as-built data to measure cut-fills, quantities and productivity.



Discover more at
KirbySmithConnection.com



Smart Construction solutions include a dashboard that helps to visualize and analyze design, drone and machine as-built data to measure cut-fills, quantities and productivity.

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Hunter and Clint Shackelford
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Contractors sometimes work on jobsites outside of their local equipment distributor's territory. That can leave them guessing about how to get warranty repair and maintenance service on their machinery.

Komatsu aims to simplify those situations with its recently introduced Komatsu Care Plus and Komatsu Care Plus II programs that deliver consistent coverage across the United States. Under the initiatives, any authorized Komatsu distributor can perform repair and maintenance, regardless of where in the country the machine was purchased.

The Komatsu Care Plus programs provide model-specific detail, outlining maintenance items serviced, repair coverages, program benefits and terms and conditions. Both



Felipe Cueva,
Manager,
Genuine Care

have automatic scheduling for maintenance services, genuine parts, certified labor, machine inspections and regular oil sampling. Komatsu Care Plus II also includes Komatsu's Premier Extended Coverage for customers seeking fixed repair costs.

Higher resale possible

"We developed our Komatsu Care Plus programs to offer a complete end-user solution that is hassle-free, and encompasses other services Komatsu provides; such as financing, certified labor, genuine parts and telematics," said Felipe Cueva, Manager, Genuine Care. "Customers can purchase the programs when they buy new equipment or at a later date with some restrictions. Our pricing is standard across the country. Owners can work directly with their distributor to add one or both of the programs."

Once customers have Komatsu Care Plus and Komatsu Care Plus II, Cueva encourages them to use the complimentary MyKomatsu interface to view their machinery's program coverage, care reports and service completions.

"With Komatsu providing consistent and complete service records, machines will also be eligible for the Komatsu Care Certified equipment program, allowing customers to request a higher resale value for their equipment," said Cueva. "These repair and maintenance programs offer great benefits, and we plan to roll out additional options in the near future." ■



Discover more at
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MAKING CONNECTIONS

Rod Schrader says jobsite meetings enable Komatsu to help customers increase their efficiency

QUESTION: Making connections was one of the main themes of the recent CONEXPO. What does that mean to Komatsu?

ANSWER: It means a couple of things. First, during the past few years we have emphasized meeting with customers at their jobsites in an effort to get to know them and their operations. Those face-to-face visits help us understand their needs so that – from an equipment and support standpoint – we can better meet those needs.

Another meaning relates to those conversations and how we use them to prepare for the jobsite of the future. The products are certainly the foundation, and we keep investing in ways to improve their quality, productivity and technology. We have learned that the jobsite is about more than Komatsu construction machinery. It includes on-highway and other equipment, and we must connect everything – data, location, processes – to maximize efficiency. The connected jobsite is the future, and I believe Komatsu is at the forefront of making that a reality.

QUESTION: In what ways is Komatsu using technology to help with the jobsite of the future?

ANSWER: One area of concern is the lack of experienced operators. That means products need to be smarter, and maybe even automated in some cases, in order to ensure that contractors can continue to move dirt productively and efficiently. We have taken steps in that direction with intelligent Machine Control dozers and excavators that not only help inexperienced operators be proficient, but can also make those who have been moving dirt for years even better.

Our Smart Construction services provide jobsite mapping and setup, GPS hardware and 3D data services.

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.



Rod Schrader,
Chairman and CEO

Rod Schrader began his career with Komatsu in 1987 as a Product Manager for utility equipment. Over the past 33 years, he served in several leadership positions within the company across multiple divisions, including utility, mining and construction.

“It seemed like every three years or so I moved into a different role,” said Schrader. “My wife jokes that they couldn’t find a spot that I was good enough in. All those positions provided great experience to help me understand the various market segments, customers and our distributors, which prepared me for this role.”

Komatsu named Schrader Chairman and CEO in 2012. During his tenure, the company has completed several strategic acquisitions, including the purchase of Joy Global in 2017, which also brought P&H Mining Equipment and Montabert products under the Komatsu umbrella and expanded its mining-related product lineup. In 2019, it bought TimberPro, a small forestry machine manufacturer. He’s also seen Komatsu acquire manufacturers such as Dresser and Demag, as well as technology entities like Modular Mining.

“It’s exciting to watch how the company has changed and flourished in the last three decades and become a global leader in the equipment industry,” said Schrader. “Next year Komatsu will mark its 100th birthday, and we will celebrate that achievement. At the same time, we continue to focus on the future and find ways to better care for our customers in a comprehensive way through innovative products and services that meet all of their jobsite needs.”

During CONEXPO, we introduced an expansion that combines our technology with the technology of our strategic partners, to allow other equipment to communicate and collect data that can be used to take action to improve efficiency.

QUESTION: How do you factor sustainability and environmental awareness into these initiatives?

ANSWER: Greater efficiency leads to fewer passes to reach grade, which, in

turn, equates to lower emissions and fuel usage and reduced impact. We have implemented stringent emissions standards throughout the years. Some would argue that the air coming out of the machines is now cleaner than what is going into them.

We recognize that mining and construction have an impact, and we want to be good stewards of the earth. We have partnered with Green Forests

Continued . . .

Komatsu reduces impact with lower emissions, fuel usage

... continued

Work, a non-profit organization, to reforest 1,000 acres of national forest in West Virginia during the next three years. In some of the areas, the soil is overly compacted, so we are providing people and machines to loosen it and

return it to its natural state to promote plant growth.

We also ran a company-wide contest for employees inviting them to create or join initiatives that support

sustainability, and we received several excellent submissions to pursue.

QUESTION: Speaking of employees, could you share how Komatsu addresses diversity and inclusion?

ANSWER: I believe Komatsu is ahead of the curve as we have a wide cross section of individuals throughout the company, including in leadership positions. We are looking for the best people first, but also make a concerted effort to be diverse and representative of the global whole.

This can be a challenge. For a long time, people avoided the industries we serve because the jobs were viewed as low-paying and dirty. We are working hard to educate potential recruits – and have partnered with some schools on diesel tech programs – to change this perception. For instance, we are sharing the message that future technicians can get a solid education with little to no debt and graduate into well-paying jobs. ■



Connecting with customers in the field helps Komatsu understand their needs and implement ways to increase their efficiencies and provide better customer support, according to Komatsu Chairman and CEO Rod Schrader.

Komatsu has partnered with Green Forests Work to reforest 1,000 acres in West Virginia during a three-year period that began in 2019. “We recognize that mining and construction have an impact, and we want to be good stewards of the land,” said Chairman and CEO Rod Schrader.



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NEW LOCATIONS OPEN IN TEXAS

Waco and Lubbock branches provide full-service coverage to customers looking for equipment, parts and service

To better serve the Waco and Lubbock areas and surrounding counties, Kirby-Smith Machinery opened two new full-service facilities. These locations will provide a quality customer experience, focused on meeting all equipment needs with a large and diverse fleet of machinery for sale and rent, one of the biggest and most efficient parts inventories in the regions as well as reliable shop and field service.

Waco is Kirby-Smith's seventh Texas site and the 12th full-service operation companywide. Located in Hewitt, which is part of the Waco metropolitan statistical area, this newly leased site provides immediate coverage while Kirby-Smith looks to acquire property to build a permanent location.

The branch is located at 415 Enterprise Boulevard and can be reached at 254-261-1370. Sales representatives for the area include Territory Manager Trey McNeel, Rental Sales Representative Colton Watson and Product Support Sales Representative Chad White.

"Establishing a stronger presence in Waco has been a part of our strategy for some time, and we were thankful the right situation came along for us to take action," said Jeff Weller, Chief Operating Officer and Executive Vice President. "Our long-term intention is to find the right piece of property for a permanent home. This initial leased facility will give us time to find the best choice. We are confident in our decision to make Waco our newest location."

New look for Lubbock

Kirby-Smith recently opened a new state-of-the-art branch in Lubbock. With 22,000-square feet of space, it features a modern design and includes eight service bays, each equipped with lube banks to ensure the correct amount of fluids for all machines serviced.

"The efforts of our personnel to grow the west Texas market have come to fruition with our new Lubbock location," said Vice President of Sales Del Keffer. "The demand was in place for a modern facility to support these customers who have long put their trust in Kirby-Smith. We are proud to support west Texas with this incredible new facility."

For Chuck Thompson, Kirby Smith West Texas Area Manager, seeing the initial market response to the new site and realizing the opportunity to play an even greater role in Lubbock community has been gratifying. "Lubbock is a diverse and growing market with a huge draw due to the presence of Texas Tech and a growing medical field that continues to be a leader in the industry," said Thompson. "As Lubbock grows, we look forward to many years of extended growth with it, and we are proud to give our customers the facility experience and support they deserve."

The sales team members for the area include Territory Manager Brent Snapp and Product Support Sales Representative Joe Phillips. Other key on-site personnel include Finance Manager JP Cotton, Parts Manager Victor Kotulek and Service Manager Jerrod Ellison.

The branch is located at 3419 East Slaton Road in Lubbock and can be reached at 806-745-2112. ■



Kirby-Smith recently opened a new location in Hewitt, Texas. The full-service branch provides equipment for sale and rent, parts and service for the Waco metropolitan area and surrounding counties in central Texas.



A new Kirby-Smith facility in Lubbock, Texas, features modern design and includes eight service bays, each equipped with lube banks to ensure the correct amount of fluids for all machines serviced.

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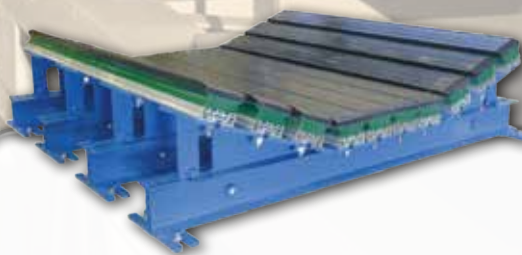
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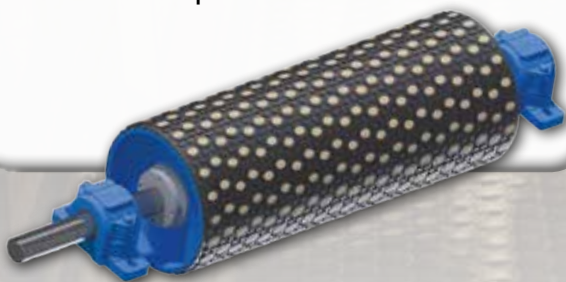


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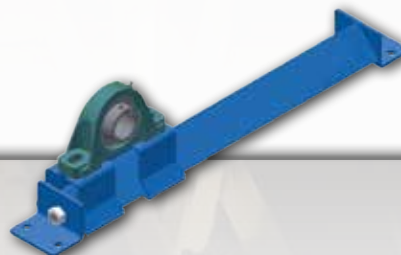


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CODY CHRISTOPHER

Variety, assisting customers make the perfect fit for Abilene-based Product Support Sales Representative

No two days are exactly the same for Kirby-Smith Machinery Product Support Sales Representative Cody Christopher, and that suits him just fine.

"I might help a sales rep with a machine demo or startup one day, then the next I'm performing an undercarriage or machine inspection," shared Christopher. "Working up a brake quote for a wheel loader or assisting a customer in setting up KOMTRAX so they can better manage their fleet might be on the list. I love the variety in this position."

Christopher has been assisting Kirby-Smith Machinery customers since he joined the company about four years ago. Prior to that, he sold equipment for another dealer and was in sales in the oil and gas industry. He also worked for a fabrication company and was briefly in marketing after graduating from Texas Tech where he earned a baseball scholarship.

Working out of Kirby-Smith's Abilene branch, Christopher's hometown, he covers 24 Texas counties.

"My customer base is very diverse; it includes earthmovers, aggregate

producers, mines and more," Christopher noted. "With that comes a variety of equipment types and machinery brands, which means I wear many hats, but I think the challenge of it is fun."

On-site visits

In order to best meet the needs of customers, Christopher visits with them on a consistent basis.

"The better I know them and understand their operations, the better I can serve them," he stated. "That means quite a bit of time on the road meeting with customers face-to-face at their sites. I believe that's essential. For instance, if I can see how much material a quarry is processing in a given time, I can help them determine how soon they may need parts for a crusher and make sure those are in stock."

"The type of material and earthmoving that contractors handle makes a difference in how quickly they will need new ground-engaging tools like bucket teeth, and I can help them prepare to have those on hand when they are ready to swap out," he added.



Abilene-based Product Support Sales Representative Cody Christopher enjoys the daily variations that are a part of serving his customers. "My customer base is very diverse; it includes earthmovers, aggregate producers, mines and more," Christopher noted. "With that comes a variety of equipment types and machinery brands, which means I wear many hats, but I think the challenge of it is fun."

Cody and his wife, Mindy, recently celebrated their 21st anniversary. They enjoy family time with their two sons, which often involves being outdoors, fishing, hunting and riding four-wheelers. ■

Occupational Safety and Health Administration seeks input regarding online outreach training

The Occupational Safety and Health Administration (OSHA) issued a request for information to consider online outreach training consortia, a new model to administer online classes for the Outreach Training Program. The consortia would consist of three or four collaborators, including OSHA.

A group of four collaborators would include a stakeholder organization that is interested in developing and offering online outreach training only to their members. Examples include labor unions, associations or employers. Each member would have specific responsibilities under a formal consortium agreement.

OSHA is requesting information and feedback on the proposed model, including modifying the current model for online delivery of outreach training, identifying the scope of online options and offerings in other languages, ensuring program management, strengthening oversight and more. For further information and to learn how to submit comments, visit www.osha.gov. ■

THE PEOPLE INSIDE

Kirby-Smith Machinery names Allen Al-Suwaidi as Pipeline Services Account Manager

Kirby-Smith Machinery has added Allen Al-Suwaidi to its staff as Pipeline Services Account Manager. He will be responsible for managing existing customer accounts of the company's pipeline services division, which operates independent of territory restrictions, as well as developing new customers.

Al-Suwaidi comes to Kirby-Smith with 16 years of highly decorated experience in the heavy-equipment industry, where he's earned 10 salesman-of-the-year awards across various companies and numerous awards for sales/rental revenue. His career includes a decade of work directly related to the pipeline construction and energy segment, and extensive time in selling, renting and supporting Komatsu equipment.

Joe Trapani, Vice President and General Manager for Pipeline Services, is excited about Al-Suwaidi's knowledge of the industry, dedication to his craft and familiarity with both customers and Komatsu equipment. Trapani believes Al-Suwaidi will be an excellent fit in the Kirby-Smith culture.

"You learn quickly that Allen never sets limits for himself, only goals," said Trapani. "He believes in setting high standards and is driven to see our customers and team succeed."

Al-Suwaidi is ready to hit the ground running for Kirby-Smith's pipeline team. Excited to work with his colleagues, he has big goals in mind.

"Work ethic and passion – if you want to build a legacy, there is no substitute for them," said Al-Suwaidi.



Allen Al-Suwaidi,
Pipeline Services Account Manager

"I am very happy to become a part of the Kirby-Smith family and to lend my experience to help others grow. Together we are going to leave a legacy in the energy sector that our children and grandchildren will remember." ■

Rick Derr hired as International Sales Representative and Equipment Appraiser

Kirby-Smith Machinery has named Rick Derr as its new International Sales Representative and Equipment Appraiser. Derr will join Kirby-Smith's used equipment department and work out of the company's new Lubbock facility. His focus will be on increasing the sales of used equipment internationally, in addition to the evaluation and appraisal of trade-ins.

"With the growth of our west Texas operations, there was a need to have someone local as a resource for our sales team," said Director of ReMarketing and Used Equipment David Mehrtens. "Opportunities to bring someone on board – with the combination of Rick's hands-on experience in selling and valuing trades, knowledge of the used equipment industry and familiarity with the markets we serve – are rare.

Rick is going to be a great addition not only to our department, but also to the entire Kirby-Smith family."

Derr will provide a more direct presence for the used equipment department's responsibilities in west Texas. He brings to his new role more than 20 years of equipment sales experience, including seven years as a used equipment manager operating in Texas and Oklahoma.

Kirby-Smith Machinery's culture and reputation within the industry were big factors in his decision to join the company.

"The environment always seemed different at Kirby-Smith, and my experience since joining has proved that," he said. "In an industry that is all about relationships, Kirby-Smith



Rick Derr,
International Sales Representative and
Equipment Appraiser

takes great care in how they treat both customers and one another. It means a lot to me as a salesman, having that level of support as an expectation. I'm excited to be a part of what we are building." ■



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Derek Birdwell

Pipeline Services Account Manager
dbirdwell@kirby-smith.com
(903) 721-2060



Scotty Cameron

Pipeline Services Account Manager
scameron@kirby-smith.com
(713) 828-8733



Allen Al-Suwaidi

Pipeline Services Account Manager
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(601) 674-0905

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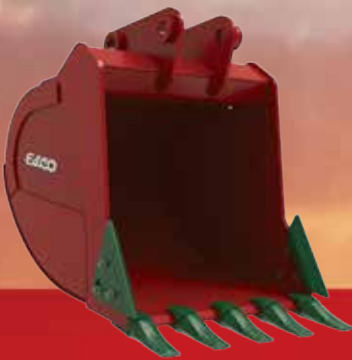
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Del Keffer, VP Sales
JD Young, VP & Chief Financial Officer
Chris Kirby, VP Property Management
Rickey Bailey, VP Crane Division
John Arapidis, VP Major Accounts
Vern Gunderson, VP Road Construction
Bradley Campbell, VP Product Support
Seth McColley, 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
Rebecca McNatt, Director of Construction Technology
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Tim Peterson, General Parts Mgr.
James Lincoln, Safety & Environmental Director
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Lonnie Kilgore, Finance Mgr.
Susan Rader, Finance Mgr.
Cynthia Jessen, Purchasing Mgr.
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Angela Brewer, HR Mgr.
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Jay Van Duzer, Product Trainer
Kevin Chastain, General Service Mgr.
Kelly Shuffield, General Service Mgr., Crane Division
David Kellerstrass, General Mgr., Product Support Sales
Chuck Riddle, Governmental Sales Mgr.
Jason Rogers, Flat Rate Sales Mgr.

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Allen Al-Suwaidi, Account Mgr., Pipeline Services
Derek Birdwell, Account Mgr., Pipeline Services
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Josh Lee, Rental Sales Rep.
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Britt Stubblefield, Territory Mgr.
Shane Westbrook, Rental Sales Rep.
Joe Phillips, Product Support Sales Rep.
Randy Akins, Service Mgr.
Brian Straus, Parts Mgr.

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2001 GROVE GMK5120B	GR01294X	6,000	\$195,000
2010 TADANO TM1052	TD10036	435	\$89,500
1998 LINK-BELT HTC8650	AL10003	19,200	\$99,000

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2012 KOMATSU PC130-8	KM12396X	4,300	\$74,500
2014 KOMATSU PC138USLC-10	KM14175X	3,500	\$112,500
2017 KOMATSU PC170LC-11	KM17473X	1,858	\$129,650
2011 KOMATSU PC200LC-8	KM12974X	8,000	\$62,500
2018 KOMATSU PC210-LC-11	K181098X	2,000	\$154,500
2018 KOMATSU PC210LC-11	KM18633X	2,743	\$139,500
2013 KOMATSU PC240LC-10	KM13318X	6,335	\$79,500
2011 KOMATSU PC270LC-8	KM11732X	6,700	\$83,500
2017 KOMATSU PC290LC-11	KM17411m	2,700	\$199,500
2017 KOMATSU PC360LC-11	KM17611X	4,400	\$169,500
2019 KOMATSU PC360LCi-11	K191040X	1,850	\$355,500
2008 KOMATSU PC400LC-8	KM08948X	9,360	\$79,500
2013 KOMATSU PC490LC-10	KM13105X	13,825	\$79,500
2007 KOMATSU PC1250LC-8	KM07001X	1,820	\$399,500
2008 JOHN DEERE 35D	JD10103X	3,275	\$19,750
2012 DEERE 290G LC	JD12207X	5,330	\$99,350
2005 CAT 320CU	CT05003X	11,085	\$46,250
2007 CAT 314C LCR	CT07003X	8,365	\$47,500
2009 CAT 336DL	CT09005X	7,800	\$89,350
2013 CAT 320EL LONG REACH	CT13008X	6,295	\$102,750
2013 TAKEUCHI TB235R	TL13012	1,400	\$31,000

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2016 KOMATSU HM400-5	KM16249M	6,548	\$279,500
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1997 CAT 777D	CT97001X	36,927	\$167,750
2017 TERRAMAC RT-9	TM17030M	530	\$169,500

BACKHOE

2012 JOHN DEERE 310K EP	JD12007X	2,775	\$39,500
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CRUSHING & SCREENING

2013 SPYDER SCREEN 516T	ZZ13029X	1,400	\$129,500
2012 KLEEMANN MR110ZS	KL12012X	3,300	\$349,500
2017 KLEEMANN MR130 ZI EV02	KL17014U	1,100	\$799,500

ROLLERS

2017 HAMM H12IP	HA17040M	1,300	\$107,500
2010 HAMM HD+140VO	HA10042	4,109	\$39,750



2012 KOMATSU D375A-6, KM12476M, 11,500 hrs., \$399,450



2013 TAKEUCHI TB235R, TL13012, 1,400 hrs., \$31,000



2018 KOMATSU PC210LC-11, KM18633X, 2,743 hrs., \$139,500



2000 GROVE TMS540, AL10002, 13,400 hrs., \$105,000



2008 TEREX RS-600, TX08849X, \$89,500



2015 ROSCO RA500, RS15007, 200 hrs., \$207,500

WHEEL LOADERS

Year/Make/Model	Stock #	Hrs.	Price
2014 KOMATSU WA320-7	KM14086X	10,600	\$69,500
2012 KOMATSU WA380-7	KM12390D	2,300	\$127,500
2013 KOMATSU WA470-7	KM13085M	6,700	\$183,500
2016 KOMATSU WA470-8	KM16433X	7,505	\$152,000
2017 KOMATSU WA470-8	KM17052X	6,600	\$165,000
2016 KOMATSU WA470-8	KM16150X	5,546	\$159,500
2018 KOMATSU WA500-8	KM18423X	904	\$369,500
2000 DAEWOOD Mega 300III	ZZ19004X	300	\$23,650
2015 JOHN DEERE 544K	JD15012X	5,739	\$92,500
2015 JOHN DEERE 644K	JD15001X	4,600	\$149,750
2014 KAWASAKI 80Z7	ZZ14043X	6,300	\$96,500

CRAWLER DOZERS

2006 KOMATSU D39EX-21	KM06425X	2,355	\$49,500
2014 KOMATSU D39PX-23	KM14199X	2,400	\$89,500
2006 KOMATSU D41E-6	KM06518X	4,004	\$49,500
2016 KOMATSU D61PX-6	K16518X	1,900	\$239,500
2013 KOMATSU D51PX-22	KM13207P	4,900	\$104,750
2011 KOMATSU D61EX-15E0	KM11394X	5,600	\$84,250
2018 KOMATSU D61PXi-24	KM18450X	2,215	\$279,750
2007 KOMATSU D65EX-15	KM07927X	6,456	\$84,500
2011 KOMATSU D65EX-16	KM11634X	9,736	\$84,500
2013 KOMATSU D65EX-17	KM13113X	5,668	\$129,150
2016 KOMATSU D65EX-18	KM16317X	3,360	\$169,500
2017 KOMATSU D85EX-18	KM16519M	2,200	\$399,500
2012 KOMATSU D375A-6	KM12476M	11,500	\$399,450
2012 JOHN DEERE 450J	JD12038X	4,458	\$37,500
2014 DEERE 750K	JD14017X	4,238	\$119,500
2012 DEERE 450J	JD12038X	4,558	\$37,500
1982 CAT D8K	CT82011X	11,526	\$39,500

SKIDSTEERS

2007 CAT 287C	CT07014X	2,845	\$27,500
2015 JOHN DEERE 333E	JD1501X	2,200	\$37,500
2005 TAKEUCHI TL150	TC99035X	3,600	\$24,500

PAVING & COMPACTION

2014 LEEBOY 8510C	LB14006X	2,200	\$79,500
2014 LEEBOY 8510C	LB14015X	2,610	\$73,500
2015 VÖGELE 5200-2i	VO15002X	4,900	\$119,500
2011 WIRTGEN WR2400	WR11029X	3,600	\$249,500
2015 WIRTGEN WR200xi	WR15004X	2,400	\$299,500
2008 TEREX RS-600	TX08849X	N/A	\$89,500
2015 ROSCO RA500	RS15007	200	\$207,500

MOTOR GRADERS

2006 JOHN DEERE 670D	JD06012X	12,631	\$54,500
2012 DEERE 772G	JD12015X	6,140	\$119,500

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