



# Connection

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

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**KOMATSU®**

## LASAL, LLC

Read how a 'never say no' attitude helps West Texas contractors succeed



Tom Sexton

Chuck Holler







## MESSAGE FROM THE PRESIDENT



Ed Kirby

Dear Valued Customer:

Like most every industry, construction has been affected by the COVID-19 pandemic. No one knows for sure what tomorrow will bring in these uncertain times. One thing you can count on, however, is that we at Kirby-Smith Machinery will continue to offer around-the-clock sales and service support. 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.

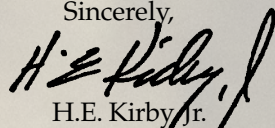
This issue of your Kirby-Smith Connection magazine highlights the diverse lineup of Komatsu equipment that we carry. Some of it is very technologically advanced, such as the intelligent Machine Control (iMC) dozers and excavators that were introduced several years ago. Read about iMC 2.0, which has new features including Proactive Dozing Control, that can make dozing up to 60 percent more productive than previous generation models.

Komatsu builds impressive specialty machines as well, such as the new WA800-8 wheel loader – made for big applications. The WA800-8 is a great loader for quarries, and with features like automatic dig, semi-auto approach and semi-auto dump, it can make operators more effective in V-cycle loading.

In this issue, you can read about Lasal, LLC, a West Texas earthwork contracting company, continuing to grow and expand their business by utilizing Komatsu machines such as D51EX-24 and D65EX-17 dozers, PC170LC-11 excavators and WA320-8 loaders for tough clearing projects.

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 is anything we can do for you, please contact us.

Sincerely,



H.E. Kirby, Jr.

President, Kirby-Smith Machinery, Inc.





# Connection

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# LASAL, LLC

## Willingness to tackle tough projects, 'never say no' attitude help West Texas earthwork contractors expand, gain repeat customers

**T**om Sexton and Chuck Holler grew up about a football field's length away from each other, although they were more acquaintances than friends.

"We knew each other because we lived so close, but Chuck's a lot older than me so we really didn't hang out together," Sexton joked. Actually, the two are close to the same age. "We did,

however, end up in the same industry doing maintenance on oil wells, pulling rods and pumps, either fixing or replacing them. I mentioned to a mutual friend that I was considering doing something on my own. He said Chuck was talking about the same thing. We got together, discussed it and decided to go into business together pulling wells. In 2012, we formed LASAL, LLC."

The co-owners acknowledged that early on times were fairly rough. Determination, perseverance, hard work, a willingness to explore other opportunities and some assistance kept them moving forward and eventually helped the Water Valley, Texas, company take off and expand.

"There was a time when we maxed out credit cards and were broke," Sexton recalled. "My mom loaned us the money to buy our own pulling unit or rig, which was in San Antonio. We used the last of our own money to buy diesel to put in it and drive it back. It broke down three or four times along the way. We had to fix it with baling wire to get it home. We managed to make it work until we could finish one job and get paid, then did the same again and again."

### Going where others won't

Eight years later, LASAL, LLC has multiple pulling units. It also owns several pieces of construction equipment



Tom Sexton (left) and Chuck Holler own and operate LASAL, LLC, based in Water Valley, Texas. The company provides earthwork services to a variety of customers, often working in conditions that others don't want to tackle.



Operator Lee Fowler moves materials using a Komatsu WA320-8 at a pit LASAL, LLC operates. "It's a very powerful and stable loader," said Fowler, noting he can load a 24- to 26-ton truck in four passes. "I really like the hydrostatic transmission because when you let off the gas pedal, it's like an automatic brake. The bucket-leveling system is a great feature, and the cab is comfortable and quiet. It's an all-around nice machine."







LASAL, LLC Owner Chuck Holler pushes brush with a D51EX-24 dozer. "They are multipurpose machines," stated Holler of LASAL's Komatsu dozers. "In addition to clearing, grubbing and moving dirt, we use them to move trailers onto jobsites where a truck can't get into because of the ground conditions, and we have pulled trucks out of muddy situations."

that Holler and Sexton acquired through the years as they transitioned toward more earthwork services. The company now covers the entire state of Texas with a staff that averages 15 people, and sometimes includes Sexton's mother, Kay Augustine, who operates an excavator.

"The business really took off five years ago when we branched out from strictly being an oilfield servicer to a more construction-related business," said Holler. "A lot of our work is still for the same customers, but now we're clearing and building rights-of-way to give them access to their projects. We're doing the same for power companies on wind turbine sites.

"We consider ourselves a bit of a niche business with a focus on things others are not willing to do," he added. "That means clearing brush in areas so thick you can't walk in them or making a path through terrain with 50-foot

sand dunes, mountainous areas or other tough ground conditions. Our customers appreciate that we will find a way to get them where they need to be in order to do their work."

The emphasis on earthwork came about in part because Sexton and Holler have always taken a "never say no" approach to the business.

"My sister put me in touch with someone who needed a dozer and help near Odessa," Sexton said. "I told him we could do it, even though we were not really equipment operators. This was on the Wednesday before Thanksgiving. We rented a dozer, and took an operator with us. He ran the rented machine, and Chuck and I operated some dozers that this guy already had on the site. It was freezing cold and rainy, and his dozers had open cabs. Fortunately, Chuck and I had recently returned from an elk hunting trip in Colorado, so we had

cold-weather gear to wear. We worked all night, and when we were done, we had to break ice off of ourselves. We are still working with that customer today."

Holler added, "We have numerous instances like that where we helped someone in a bind. In some cases, we had to find the equipment and personnel within a few hours, which always impresses the customer. It's doing whatever it takes to please them, which pays off. For instance, when we finished a job for one client, he told us how in the past he called whoever he could get a hold of to do his work, and they would often not want to or couldn't do the job. He said, 'You always answer and take care of it.' So, we drew up a contract and built a working relationship that's still active."



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*Continued . . .*



# 'Nothing beats Komatsu dozers'

... continued

## Building a fleet with Kirby-Smith

During college, Sexton worked for a company that rented Komatsu equipment. In the early days, he and Holler did the same.

"We had a friend with a D41 dozer who we hired a few times to help," said Holler. "It was an impressive machine, so we bought a used one. Shortly after, we needed some assistance with service, so we contacted Kirby-Smith, and from that day on we have had a great relationship."

LASAL, LLC quickly added a second D41, and before long acquired a D39EX-24.

Recently, the owners added D51EX-24 and D65EX-17 models to their fleet.

"They are multipurpose machines," stated Holler. "In addition to clearing, grubbing and moving dirt, we use them to move trailers onto jobsites where a truck can't get into because of the ground conditions, and we have pulled trucks out of muddy situations. We really like the smaller Komatsu dozers because we do a lot of emergency work. We can put them on a trailer quickly and get them to the jobsite without worrying about permits."

Sexton added, "Every one of them performs great. In addition, we and our guys like Komatsu dozers because the cabs are quiet and the ride is comfortable, so we can run them for hours and not feel beat up. The benefit is increased production. We have tried other brands, but nothing beats Komatsu dozers."

Holler and Sexton acquired their newest dozers with the assistance of Kirby-Smith Machinery Territory Manager Todd Coffey. He has also helped them purchase a WA320-8 wheel loader that the firm uses to move materials at a pit it runs, backfill on project sites, clear brush and more; a PC170LC-11 excavator for clearing, grubbing and other earthwork; and Takeuchi skid steers with Fecon mulching heads. LASAL, LLC works with representatives of Kirby-Smith's Abilene branch for parts and service support, including Parts and Service Sales Representative Cody Christopher and Service Manager Garrett Lindley.

"They guided us to the right machines for the jobs we do and make sure when we need something that we get it as soon as possible," said Holler. "Kirby-Smith tracks our newer machines with KOMTRAX and calls when one is ready for service under Komatsu CARE, schedules it and takes care of it at a convenient time. That's added value we appreciate."

## Expanding with wind energy

Holler and Sexton have already taken steps toward expanding their business. They recently began working in the wind energy market and are exploring doing more in that arena.

"Ideally, we would like to become a primary contractor for large wind farm projects within 100 miles of our home base," said Holler.

"There is some interest in other markets, such as residential and commercial site work and highway projects, but there are numerous people already in that type of work," added Sexton. "Right now, we believe it's best if we stick with what we know and are good at." ■



(L-R) Kirby-Smith Machinery Product Support Sales Representative Cody Christopher and Territory Manager Todd Coffey meet with LASAL, LLC Owners Tom Sexton and Chuck Holler. "Kirby-Smith tracks our newer machines with KOMTRAX and calls when one is ready for service under Komatsu CARE, schedules it and takes care of it at a convenient time," said Holler. "That's added value we appreciate."



Kay Augustine, who is owner Tom Sexton's mother, helps out occasionally, including running a PC170LC-11 to grub mesquite trees. "I ran farm equipment as a kid, and the excavator reminds me of that because it's simple to operate with one lever to raise and lower the boom and one to move the machine left and right," said Augustine.







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# POWER PRODUCTION

New WIRTGEN W 220 Fi helps contractor complete full-depth milling project more efficiently, provides multiple options for versatility

When it comes to cold milling machines, it is always to the contractor's advantage to have options. From taking a little off the top to full-depth removal, WIRTGEN's new W 220 Fi offers the ability to perform the task in the most effective and economical way.

Full-service road construction and asphalt producer Atlas Paving Company recently used a W 220 Fi to remove a residential two-lane road in Canadian County, Okla., as part of a full-depth reclamation project. The job called for milling six inches of existing asphalt, a little more than half of the 14-inch capability of the 801-horsepower mill. The W 220 Fi has a drum width of 7 feet, 3 inches, so Atlas Paving Company removed each 20-foot lane



Randy Stafford,  
Milling Lead Man,  
Atlas Paving

in three passes throughout the entire 3.5 miles.

"With the new W 220 Fi we were taking up 30 to 40 feet per minute, which is about double what we would normally get on a project like this," said Atlas Paving's Milling Lead Man Randy Stafford. "There are a lot of great features that increase production. For instance, with the push of a couple of buttons you can easily switch between the ski, shoe, slope or GPS."

### Mill Assist for optimal performance

With the W 220 Fi, operators have multiple modes to choose from,



Gregory Gatewood,  
Technology Specialist,  
WIRTGEN America

including Power, which runs the milling drum at 1,700 to 1,800 rpm and increases drum-speed efficiency, as it chews its way through hard asphalt. It is one of five modes available on the W 220 Fi, including Auto, which, when used with WIRTGEN's exclusive Mill Assist standard assistance system, provides the optimal balance between performance and operating costs, according to Gregory Gatewood, Technology Specialist with WIRTGEN America.

"Auto mode with Mill Assist not only improves performance, it also reduces diesel, water and pick consumption, as well as CO<sub>2</sub> emissions," Gatewood emphasized. "Mill Assist lets users set the milling index, including the drum and cutting tools, to get the best pattern possible, along with excellent performance. The mill also has Eco, Manual and Pattern modes, so there is a lot of versatility, and operators can easily match the mode to the task for optimal efficiency. Pattern is great for profile jobs."

### Quick Specs on the WIRTGEN W 220 Fi Cold Milling Machine

Milling Width	Milling Depth	Operating Weight	Horsepower
7 ft 3 in	14 in	81,792 lb	801 hp

WIRTGEN's W 220 Fi cold milling machine features the exclusive Mill Assist standard assistance system that provides the optimal balance between performance and operating costs. "Mill Assist lets users set the milling index, including the drum and cutting tools, to get the best pattern possible, along with excellent performance," said Gregory Gatewood, Technology Specialist with WIRTGEN America.







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## Two-speed transmission extends drum speed range

The W 220 Fi has various drive concepts that ensure maximum performance in all applications and modes. For example, it is equipped with a two-speed dual shift transmission that switches from low to high during operation and offers a broad range of applications. Its intelligent control extends both the upper and lower ranges of possible milling drum speeds. At lower speed, fuel and pick wear can be significantly reduced. At higher

speeds, milling pattern quality is ensured.

Operators can also preselect a working strategy from "Cost-optimized," "Performance-optimized" or "Milling texture quality." For example, it is possible to define the required milling texture quality on a scale of 1 (coarse) to 10 (very fine) in advance with the touch of a button.

Further expanding the technological offerings on the W 220 Fi is the new WIRTGEN Performance Tracker (WPT), which calculates the precise milling surface performance, volume and consumption values. WPT collects and displays the data during



**Don Jacobson,**  
Territory Manager,  
Kirby-Smith  
Machinery

operation in real time on the machine's operator platform. It also gathers the operational data and automatically generates a report immediately upon completion of a project.

"The advanced features on the WIRTGEN W 220 Fi make it an ideal milling machine for a variety of applications," said Kirby-Smith Machinery Territory Manager Don Jacobson, who helped Atlas Paving add the mill to a fleet that already included WIRTGEN W 210 and W 220 models. "We are planning to connect additional technology to the W 220 Fi and make it compatible with a Topcon 3D system. This will allow intelligent machine control with GPS and a base station." ■





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

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








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# EASIER TO FILL

## Automatic, semi-auto systems in new wheel loader assist operators during V-cycle loading

**E**xperienced operators know that V-cycle loading can be a challenging application that takes time to master. One way to speed up the learning curve is with machinery features that assist in automating the process, according to Robert Hussey, Komatsu Product Marketing Manager.



Robert Hussey,  
Komatsu Product  
Marketing Manager

designing our updated quarry, aggregate and mining loaders, including the new WA800-8.”

Hussey highlighted three key systems that contribute to productivity and efficiency, which can be used together or separately to automate the work phases when V-cycle loading haul trucks:

- **Automatic dig** optimizes bucket load, actuating the bucket tilt and lifting operations by sensing the pressure applied to the work equipment.
- **Semi-automatic approach** raises the boom automatically when reversing out of the pile. The lift

arms elevate until reaching the upper setting of the boom positioner, allowing the operator to focus on the travel path of the loader.

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

### New bucket design, customer-requested features

The WA800-8’s bucket has a new shape that includes an increased radius and floor inclination that make it easier to fill and retain material. The spill guard was adjusted to give operators improved visibility to the pile, and sweeper wings on either side protect the front tires.

“We also responded to customer requests by introducing a modulation clutch for optimal tractive effort and throttle lock that improves cycle times by maintaining high work-equipment performance and saves fuel with auto-deceleration.” ■

### Quick Specs on Komatsu’s WA800-8 Quarry, Aggregate, Mining Wheel Loader

Net Horsepower	Operating Weight	Bucket Capacity	Ideal Truck Match
854 hp	254,700 lb	15 cu yd	60- to 100-ton

With automatic dig, semi-automatic approach and semi-automatic dump systems, the WA800-8 assists operators in V-cycle loading. “Helping new operators become proficient more quickly is essential. We took that into account as we began designing our updated quarry, aggregate and mining loaders, including the new WA800-8,” said Robert Hussey, Komatsu Product Marketing Manager.



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**Hunter and Clint Shackelford**  
Shackelford Construction / Yazoo City, MS

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# NEXT GENERATION

## intelligent Machine Control 2.0 increases dozer productivity with grass-to-grade automatics

Construction companies are always seeking ways to boost production. The combination of today's equipment and technology elevates the ability to do so like never before.

"Aftermarket GPS add-on systems started the trend toward automated grading, and we built on that with the first generation of our integrated intelligent Machine Control (iMC) dozers," said Derek Morris, Komatsu Product Marketing Manager, intelligent Machine Control. "Now, we're introducing the second generation with products that deliver iMC 2.0."

Morris describes iMC 2.0 as a suite of productivity features that utilize advanced machine technology to improve dozer production. It debuted at CONEXPO and was



Derek Morris,  
Komatsu Product  
Marketing Manager,  
intelligent Machine  
Control

previewed on the D71PXi-24, Komatsu's newest and largest hydrostatic dozer to date. The D71 will be available later this year, and iMC 2.0 will be available on other dozers later this year as well.

One of the key attributes of iMC 2.0 is the previously introduced patent-pending proactive dozing control that automatically cuts and strips from existing terrain like an experienced operator, 100 percent of the time. During operation, the dozer measures the terrain it tracks and uses the track-level data to plan the next pass, making it 60 percent more productive than previous-generation iMC models, according to Komatsu.

### Improved automation

New features of iMC 2.0 include patent-pending lift layer control, which automatically spreads fill from existing terrain with one press of a

button. Much like proactive dozing control, this option also tracks the terrain and uses that data to plan the next pass, which doubles production and achieves consistent layers for quality compaction.

Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing, reducing the need for operator steering input by 80 percent.

Quick surface creation creates a temporary design surface with one press of the button. When combined with other iMC 2.0 functions, operators can begin stripping or spreading using automatic without waiting – or the need – for a complex 3D model.

"iMC 2.0 uses a new system architecture to deliver automatics from grass to grade," said Morris. "It really is the next evolution of iMC and further enhances operators' ability to increase production." ■



Komatsu introduced intelligent Machine Control 2.0 during CONEXPO and previewed the D71PXi-24, which features the second-generation technology. The system allows operators to run fully automatic from first-to-last pass with key features that boost productivity by up to 60 percent.



# ALL IN ONE PLACE

## MyKomatsu web-based solution simplifies fleet management and e-commerce

**F**leet management is essential to machine health, ensuring maximum uptime and, in turn, production. Keeping track of data across multiple jobsites and ordering maintenance items through various online platforms can make it a challenge.

"Quick access to critical information is vital," said Rizwan Mirza, Komatsu Manager, Telematics, Products & Services Division. "Customers told us they wanted to be able to access their fleet data at any time, from a single site where it's organized in a standard way. We responded with MyKomatsu, a complimentary web-based solution that integrates many legacy systems to deliver intelligence that assists customers in running their businesses."



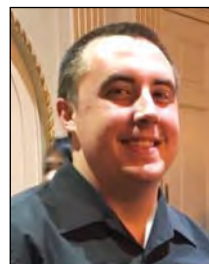
**Rizwan Mirza,**  
Komatsu Manager,  
Telematics, Products  
& Services Division

### Actionable resources at your fingertips

MyKomatsu enables users to visualize and evaluate their assets with fleet-wide or equipment-specific information from any device and order Komatsu Genuine Parts. "Combining parts ordering capabilities

and telematics allows customers to monitor machine conditions and quickly order parts when needed," said Tom Hergenreder, Komatsu Marketing Manager, Parts.

Hergenreder added that ordering parts is easy with checkout similar to that of online shopping sites. "Customers receive a tracking number to keep tabs on the order. With flexible



**Tom Hergenreder,**  
Komatsu Marketing  
Manager, Parts

shipping options, they can conveniently have their parts delivered virtually anywhere, including directly to their jobsites or have them waiting at their local distributor's parts counter."

Fleets can be viewed on a map or list and highlighted with quick statistics from the past day, week or month. "Starting from a fleet view, users can easily check the performance of their fleet or an individual machine," Mirza explained.

"Working hours, fuel, idle time, working modes, CARE reports, standard and extended warranty details, recommended parts lists based on machine hours and more are available," added Hergenreder. "The parts recommendation feature makes

it easier to quickly identify the maintenance items that are coming due for service, without the need for extensive searching."

Customers can register for a complimentary account on the MyKomatsu website ([MyKomatsu.komatsu](http://MyKomatsu.komatsu)). After inputting some details, a notice is sent to the local distributor who provides the customers with access. Once activated, users can begin to reap the benefits.

"We are working to add customers' competitive machines to be able to track them, too," said Mirza. "This really does simplify fleet management, marrying it with a simplified e-commerce. We are also working on a mobile app with the same features, which will be available in the near future for both Android and Apple devices." ■





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# FINDING ROOM IN A TIGHT SPACE

MAXbase extends potential of Grove all-terrain cranes by providing options to positioning outriggers in variety of configurations

As jobsites become increasingly compact, users want a solution that offers more flexibility in how they configure a Grove mobile crane. Manitowoc's MAXbase technology provides it, according to Andreas Cremer, Vice President of Product Management for Mobile Cranes, Manitowoc.



**Andreas Cremer,**  
Vice President of  
Product Management  
for Mobile Cranes,  
Manitowoc



**John Bair,**  
Product Manager  
for Rough-Terrain  
Cranes,  
Manitowoc



**Rickey Bailey,**  
Vice President  
Crane Division,  
Kirby-Smith  
Machinery

navigation. Models that feature MAXbase can be retrofitted for it at any time.

Ahead of a project, users can harness MAXbase in the outrigger pad load calculation tool found on Manitowoc's homepage ([www.manitowoc.com](http://www.manitowoc.com)) or for more detailed planning, use the CRANEbee lift planning tool to help with preparations.

"The MAXbase function of Grove all-terrain cranes is a great example of how innovative Manitowoc technology can deliver better performance from the same crane," Cremer said. "It works by allowing users to position the crane's outriggers in a wide variety of configurations, including asymmetric layouts. This enables them to select the optimum setup for the job."

Without MAXbase, crane outriggers must extend to the same distance when setting up. This situation can create an issue if a particular jobsite doesn't have a uniform layout for crane positioning (for example, if less space is available on the right or the left side).

"MAXbase maximizes a crane's potential on constricted jobsites where obstacles can prevent outriggers from being fully extended," said Cremer. "It enables a greater variety of options for positioning the outriggers and removes the need for symmetry. It also provides improved load charts, allowing the crane to make better use of its full capacity. Ultimately, this means better rental rates for owners."

## Retrofitting possible

Currently, MAXbase is available on 12 Grove all-terrain cranes, each of which has Manitowoc's Crane Control Systems (CCS). It works seamlessly with CCS, displaying the limit of MAXbase's lifting capacity

and providing load charts for each configuration. CCS also makes setup straightforward and intuitive for the operator with its boom configurator integrated into the crane's menu

## Coming to rough-terrains

MAXbase is proving to be such a popular option that Manitowoc is extending the technology to its Grove

*Continued . . .*



The MAXbase function works by allowing users to position the crane's outriggers in a wide variety of configurations, including asymmetric layouts. This lets them to select the optimum setup for the job. "MAXbase enables a greater variety of options for positioning the outriggers and removes the need for symmetry," said Andreas Cremer, Vice President of Product Management for Mobile Cranes, Manitowoc. "It also provides improved load charts, allowing the crane to make better use of its full capacity. Ultimately, this means better rental rates for owners."



# Technology translates to lower overall project costs

... continued

rough-terrain cranes, according to John Bair, Manitowoc's Product Manager for Rough-Terrain Cranes. Testing is underway to equip the Grove GRT8120 as the first model to feature it.

"With a traditional outrigger setup for rough-terrain cranes, limited space forces users to setup outriggers at a reduced span or send a higher capacity crane to the jobsite – even though they feature a compact design," Bair explained. "However, with MAXbase, users know they are lifting the maximum possible capacity of the crane in that configuration. This allows them to

increase utilization and lower overall project costs."

Users of the GRT8120 with MAXbase will not only benefit from greater flexibility, but also from MAXbase's advanced lift calculation program that improves capacities over the 360-degree chart.

"MAXbase is just so impressive," remarked Rickey Bailey, Kirby-Smith Vice President Crane Division. "Grove has managed to design this amazing technology for the GMK and GRT product lines with operator ease of use, incredible functionality and maximum benefit to users all front and center." ■

## MAXbase advantages:

- Allows users to position the crane as close as possible to the lift
- Improves access to tight jobsites
- Increases lift capacities across the 360-degree load chart
- Enlarges the work area thanks to sector-defined load curves
- More precisely identifies the need for a counterweight or job, optimizing transport expenses
- Provides full compatibility with the CRANEbee lift planning tool by CRANIMAX

## MAXbase availability

Grove's unique MAXbase technology is optional on the following models:

ALL-TERRAIN



GMK3050-2



GMK3060-1



GMK3060L



GMK4080-2



GMK4090



GMK4100L-1



GMK5150



GMK5150L



GMK5180-1



GMK5200-1



GMK5250L-1



GMK5250XL-1

ROUGH-TERRAIN



GRT8120

**GROVE**<sup>®</sup>  
by **Manitowoc**

06/2020

MAXbase is available on a dozen Grove all-terrain crane models, and testing is underway to equip the GRT8120 rough-terrain with the technology. Models that feature MAXbase can be retrofitted for it at any time.



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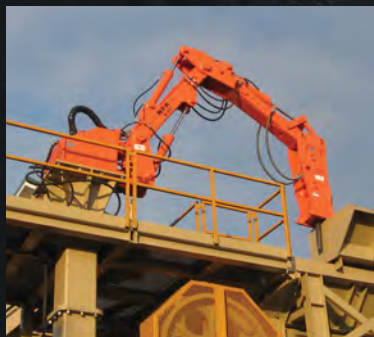


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# CRANE SPOTLIGHT

## New National Crane NBT60XL boom truck features greatest capacity, reach combination in 60-ton crane class for increased versatility

**A**s a crane user, more reach, capacity and comfort are always on your mind. Manitowoc thinks the same way, and that's why it expanded upon those features in its largest National Crane boom truck crane with the new NBT60XL.

The NBT60XL combines "strong and long" like never before, bringing the greatest capacity and reach combination in the 60-ton class – both for boom trucks and lattice cranes, according to Bob Ritter, Product Manager of Boom Trucks for Manitowoc. While the new model is influenced by its successful forerunner, the NBT60L, it brings a host of other enhancements. He said that it is set to take on all competitors in the 60-ton market.

"Whether it's a boom truck or truck crane, this machine features the best combination of boom length and load chart capacity with plenty of comfortable maneuverability to get to and from any job site," said Ritter. "Additionally, its commercial truck carrier adds a level of comfort, customization and travel speed not yet available to the truck crane market."

Notable improvements and upgrades include:

- Superior reach: 151-foot, five-section full-power boom with optional 36-foot offsettable lattice jib for tip height 196 feet, or 26- to 45-foot, two-piece telescopic jib for platform heights to 204 feet.
- Mounting versatility: compatible with several standard truck options, expanding layout configuration options for customers on a single-steer chassis (or twin-steer, if preferred).

- Counterweight: hydraulically removeable, configurable in eight combinations from zero to 16,000 pounds.
- NTC package option: adds job site flexibility with four outrigger positions, optional two-camera system and a fully integrated wireless wind speed indicator.
- Operator comfort and productivity: 20-degree tiltable cab with Bluetooth/AM/FM radio and speakers, heated seat, color graphical display with real-time diagnostics, electric-over-hydraulic controls and an optional multi-camera system.

"The introduction of the new National NBT60XL is really exciting," shared Rickey Bailey, Vice President Crane Division, Kirby-Smith Machinery. "Customers are certainly talking about it. It won't take long for this model to take off and find its place, multiple places in all markets and uses." ■

Manitowoc's new NBT60XL National Crane boom truck has a 151-foot, five-section full-power boom with optional 36-foot offsettable lattice jib for tip height of 196 feet, or a 26- to 45-foot, two-piece telescopic jib for platform heights to 204 feet. It has the greatest capacity and reach in the 60-ton class – both for boom truck and lattice crane, according to Bob Ritter, Product Manager of Boom Trucks for Manitowoc.





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# KING OF THE ROAD

Powerful, versatile VÖGELE pavers are designed for highway, large-scale projects

VÖGELE's new SUPER 2000-3i and SUPER 2003-3i 10-foot pavers are designed for large commercial projects like highway construction. Developed specifically for North American customers, both the tracked 2000-3i and wheeled 2003-3i deliver power and versatility in one package.

The driving force behind the machines is the powerful 6-cylinder, 250-horsepower diesel engine. With the VÖGELE EcoPlus low-emissions package, intelligent engine management supports low fuel consumption and low noise operation.

The large cooler assembly guarantees that the power unit delivers full output at all times. With innovative air routing and a variable-speed fan, temperatures are continually kept in the optimum range. This positively influences engine life and oil consumption, enabling the pavers to work in all climate regions.

Additionally, self-diagnostics and sensors for all critical engine functions virtually eliminate daily maintenance checks.

Each model is equipped with the latest version of VÖGELE's ErgoPlus 3 operating system, which includes several ergonomic and functional features. The screed console has a large color display that can be conventionally shifted to either side of the operator's platform.

## Paving efficiency

Both the SUPER 2000-3i and 2003-3i have large material hoppers with a capacity of 16.5 tons. The hydraulically operated hopper front prevents mix from spilling when feed trucks change and ensures complete emptying, without requiring any manual work. A wide conveyor tunnel and powerful

separate hydraulic drives support a laydown rate of up to 1,540 tons.

The pavers feature VÖGELE's Niveltronic Plus Automated Grade and Slope Control – a unique system that provides the basis for efficient paving that is true-to-line and level on any kind of base.

Efficient machine operation can be enhanced with the addition of VÖGELE 600-series Extending Screeds to meet any application. The VF 600 improves the pavers' maximum paving widths to 25 feet, 6 inches; the VR 600 extends to 28 feet, 3 inches; and the AB 600 allows for coverage of up to 27 feet, 11 inches. ■

## Quick Specs for VÖGELE's SUPER 2000-3i and SUPER 2003-3i Pavers

Model	Paving Width	Laydown Rate	Max Weight	Horsepower
SUPER 2000-3i (tracked)	9 ft, 10 in	1,540 ton/hr	49,490 lb	250 hp
SUPER 2003-3i (wheeled)	9 ft, 10 in	1,540 ton/hr	49,420 lb	250 hp

Developed specifically for North American customers, both the VÖGELE tracked SUPER 2000-3i and wheeled SUPER 2003-3i deliver power and versatility in one package.





# RAISING THE BAR

## KLEEMANN releases quartet of state-of-the-art crushing machines to boost production and efficiency

**W**hen it comes to innovative jobsite solutions, the Wirtgen Group delivers for aggregate, quarry and crushing customers thanks to its line of KLEEMANN equipment. With the rollout of four new machines, the company once again raises the standard for the industry.

### MOBICAT MC 120 Zi PRO jaw crusher

With an output of up to 717 tons per hour, the MOBICAT MC 120 Zi PRO is impressive in natural rock applications. The powerful jaw crusher has a 48-inch by 32-inch feed opening and is equipped with an extra-long articulated crusher jaw. To ensure the best possible material flow, the continuous feed system adapts the conveying speed to the full level of the crusher. The optional crusher unblocking

system automatically clears the crushing chamber.

As with other PRO-line machines, the MC 120 Zi PRO can be operated with the SPECTIVE control system via a 12-inch touch panel.

### MOBICONE MCO 11i PRO cone crusher

The mobile MOBICONE MCO 11i PRO cone crusher is an ideal secondary crushing plant for the MC 120 Zi PRO. It seamlessly combines transportable size and serious performance with a maximum output of 518 tons per hour. It also boasts a transport length of 57 feet, 9 inches and a 44-inch crusher system.

### MOBIREX MR 130 Zi EVO2 impact crusher

The mobile MOBIREX MR 130 Zi EVO2 impact crusher is designed to

be transported easily and deliver high-performance output in a short time. The 493-horsepower, Tier 4 diesel engine is a direct-drive power concept that ensures high production while simultaneously keeping fuel consumption low. The overall system also has an output of 496 tons per hour.

### MOBISCREEN MS 952i EVO classifying screen

The double-decker MOBISCREEN MS 952i EVO classifying screen can be deployed flexibly thanks to good transport dimensions and short setup times. The MS 952i EVO has a screening surface that measures 5 feet, 1 inch by 20 feet and an output of 550 tons per hour. It also offers an extra-wide feeding conveyor of 3 feet, 11 inches to the screen casing. ■

KLEEMANN's latest crushing equipment line release includes a quartet of products – like this MOBISCREEN MS 952i EVO classifying screen – designed specifically for the crushing, aggregate and quarry industries.





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# FULLY EQUIPPED

## Redesigned Takeuchi compact track loader features new automotive-style cab

**F**or contractors looking to add a do-it-all track loader that can deliver impressive results on any job site, the new Takeuchi TL8R-2 compact track loader checks that box and then some. The newly revamped 9,185-pound TL8R-2 provides superior power, strength and maneuverability in addition to a radial lift design that delivers a tipping load of 6,041 pounds.

“Takeuchi is excited to release the completely redesigned TL8R-2,” said Keith Kramlich, National Product and Training Manager. “Takeuchi prides itself on a continuing tradition of innovation and advancing technology, and the TL8R-2 is a perfect example of that. Operators will feel more strength, performance, maneuverability, versatility and efficiency in this machine, increasing their profits.”

The track loader is equipped with a Tier 4 Final, 74.3-horsepower turbocharged engine. The diesel oxidation catalyst and diesel particulate filter minimize emissions for a clean and efficient operation.

The TL8R-2 also features individualized operation modes, including Creep Mode for models equipped with high-flow auxiliary hydraulics. Creep Mode enables operators to precisely match the forward speed of the machine to a particular attachment without the need to constantly adjust the travel lever. It's ideal when using attachments that require a consistent, repeatable travel speed, such as during milling and trenching.

### Designed for operators

While technology and on-site performance have been enhanced, Takeuchi took steps to help improve operator performance as well.

The automotive-style cab boasts a 5.7-inch multi-informational color display with a rearview camera and

a sealed rocker switch bank. The design helps boost performance and functionality by providing a wider range of information to the operator.

Also standard on the TL8R-2 are the low-effort pilot controls and proportional auxiliary switch that give the operator

the precision needed to work more efficiently in a comfortable, fatigue-free environment.

The TL8R-2 offers a pressurized cab equipped with a roll-up door, air conditioning, heat, defrost, front wiper and an optional AM/FM/Bluetooth radio. ■

### Quick Specs for the Takeuchi TL8R-2 Compact Track Loader

Model	Weight	Horsepower	Tipping Load	Bucket Width
TL8R-2	9,185 lb	74.3 hp	6,041 lb	5 ft, 6 in

Takeuchi's newly-redesigned TL8R-2 compact track loader features a Tier 4 Final, 74.3-horsepower turbocharged engine and a full complement of operational upgrades.





# ENSURE PROPER GREASING

## Adding automatic lubrication system can sustain vital components' performance, longevity

**P**roper greasing completed at recommended intervals is vital to the performance and longevity of components. Komatsu Product Marketing Manager Scott Ruderman emphasized that one way to stay on schedule is with an automatic lubrication system.

"Equipment has several grease points, and it takes time to manually hit them all," said Ruderman. "In some cases, those tasks are done multiple times a day. The chance of missing one can potentially be very costly. An automatic lubrication system eliminates that possibility by dispersing a metered amount of grease to each individual point at set intervals during operation."

### Easy to use

Ruderman said systems from Komatsu-allied vendors, such as Graco, should be considered and are available for trucks, wheel loaders and excavators. They are pre-installed on new machines or come as a field-install



Scott Ruderman,  
Komatsu Product  
Marketing Manager

kit for equipment already in the field. Working together, the two companies ensured that a Graco automatic lubrication system meets Komatsu's recommended grease intervals.

"Ideally, once it's set to Komatsu's

recommendation, no additional adjustment is needed," said Dan Varon, Graco Market Specialist. "However, you can manually regulate the amount of grease. For example, if operators notice that they are raising the dump body more than usual, they can increase the interval for that individual point."

Varon added that newer Graco systems, such as the one used with a Komatsu HD605 haul truck, have enhanced features. Its GLC X controller and Auto Lube™ app are Bluetooth-enabled for remote condition monitoring and data logging. Information can be tracked via the smartphone app and exported



Dan Varon,  
Graco Market  
Specialist

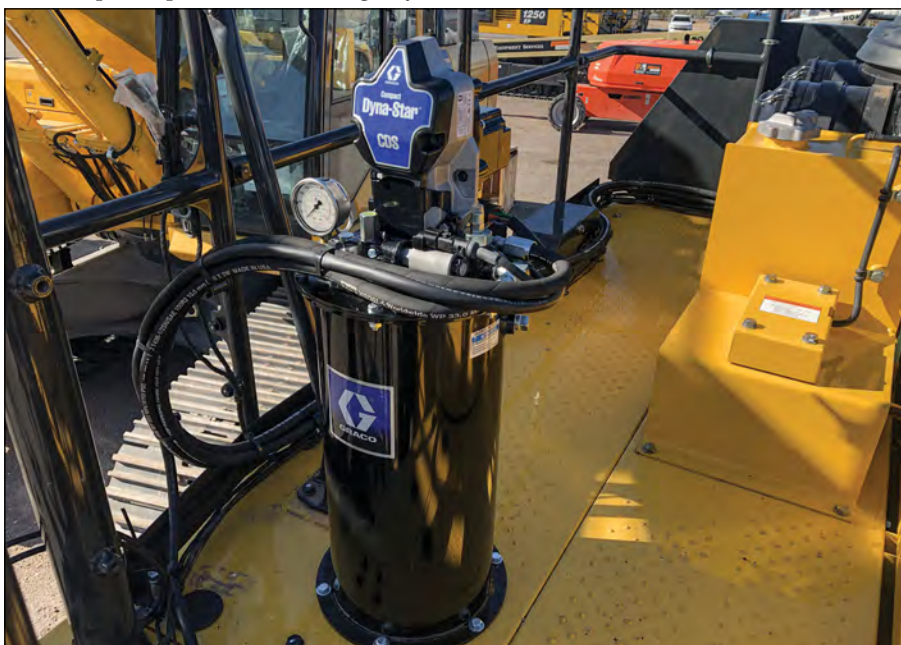
to a common data file for maintenance records. Additional components include the new Compact Dyna-Star® pump that reduces weight, increases platform space and has continuous level monitoring.

Wheel loaders and excavators use a GLC™2200 controller to control the pump and monitor the level of grease

and system performance. Working in conjunction with the controller is Graco's G3™ pump, featuring an 8-liter translucent reservoir with stir paddle and a low-level monitoring switch. The series progressive system feeds a set of divider valves to deliver the predetermined volume of grease to each point.

"Both systems have convenient ground-level ports for refilling the reservoir quickly without the need to climb on the machine," Ruderman noted. "Using auto lube is highly recommended for keeping vital parts moving and preventing premature failure." ■

Automatic lubricating systems for trucks, wheel loaders and excavators are pre-installed or come as field-install kits for equipment already in the field. The systems ensure greasing at recommended intervals to maximize component performance and longevity.





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# ABOVE AND BEYOND IN OKC

## Kirby-Smith honors Lisa Alonzo for commitment to customer and employee service

**L**isa Alonzo has been the receptionist for Kirby-Smith Machinery's Oklahoma City office for nearly five years. While managing the phone lines for the heavy equipment distributor is a significant operation in its own regard, the value that Alonzo brings to Kirby-Smith Machinery extends well beyond the telephone. She was awarded a rare "Heart of Kirby-Smith" award earlier in 2020 for her above and beyond efforts at the beginning of the pandemic.

"Lisa has a big heart and a tireless work ethic," said Executive Vice President and Chief Operating Officer Jeff Weller. "In a year where circumstances have required us to have less occupancy in our building, she has stepped up to help others empty trash cans, mop floors, handle

temperature checks and make sure COVID-19 protocols are effectively practiced and none of these things have been directly asked of her. Lisa just takes incredible pride in taking care of our customers and people."

Alonzo admits she enjoys being the first person customers and employees see when entering the front office, which has allowed her to build strong relationships through the years. Customers even sent messages of encouragement to her during a recovery from surgery.

"I love working the front because of the interaction between customers and employees," said Alonzo. "The relationships you form here are special. In all the places I've worked, I've never been any place where management cares

about their employees with the sincerity that I have seen from Ed Kirby and Jeff Weller."

Alonzo is a veteran of the United States Army and has two daughters, Vuarnet and Veronica, who have been actively involved with their mother in Kirby-Smith's Race for the Cure team each October. In a year like no other, her efforts to provide a safe and friendly environment at Kirby-Smith Machinery's Oklahoma City office have not gone unnoticed.

"Lisa's dedication to Kirby-Smith is evident. It is an impressive accomplishment that she has not missed a single day of work through all the challenges of this pandemic. We don't have an official employee of the year award, but if we did 2020 would belong to her," said President Ed Kirby. ■



Lisa Alonzo, who serves as the receptionist at Kirby-Smith's Oklahoma City office, shows the veteran coin she received from the organization on Veterans Day.



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# THE PEOPLE INSIDE

## Vern Gunderson named Vice President of Road Construction and Minerals

**K**irby-Smith Machinery recently hired Vern Gunderson as its new Vice President of Road Construction and Minerals. Based at the Dallas office, he is responsible for leading sales, rental and customer support for the company's efforts related to its WIRTGEN GROUP (WIRTGEN, VÖGELE, HAMM, KLEEMANN), LeeBoy, Falcon and Masaba product lines.

Gunderson is a natural leader who brings more than 28 years of experience to the position, including more than a decade



Vern Gunderson,  
Vice President of  
Road Construction  
and Minerals

of sales and marketing related specifically to WIRTGEN GROUP and LeeBoy product lines. Gunderson has worked with a wide variety of construction equipment dealers, contractors and equipment manufacturers. He most recently served as Vice President of Sales at Nixon-Egli Equipment Company.

"I have known Vern for more than 10 years, and one of the first things you notice is that there are no strangers when you are around him," said Jeff Weller, Chief Operating Officer and Executive

Vice President for Kirby-Smith Machinery. "His knowledge, experience and get-things-done demeanor make him a perfect fit for the Vice President of Road Construction and Minerals position. We are very excited to have Vern join the Kirby-Smith family."

Gunderson said he too looks forward to his new role at Kirby-Smith Machinery.

"I am fortunate to work with such a talented team," said Gunderson. "Together, we are going to do great things that will ensure we are providing our customers with the best equipment and support experience possible." ■

## Robert Perkins brings wealth of experience to growing Road Construction and Minerals Division team

**K**irby-Smith Machinery gained a new Paving & Compaction Specialist for its Road Construction and Minerals Division with the addition of Robert Perkins. He brings nearly 20 years of experience related to both the heavy highway and heavy equipment industries to the position.

"Robert has paved everything from parking lots to major highways in his career," said Vern Gunderson, Vice President of Road Construction and Minerals. "He has an extensive operational knowledge of numerous types of equipment, especially WIRTGEN



Robert Perkins,  
Paving &  
Compaction Product  
Specialist

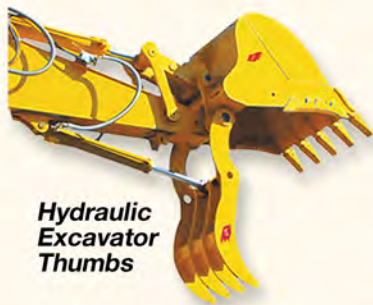
GROUP. He will be an extremely valuable resource for our paving customers."

The hiring of Perkins continues Kirby-Smith's efforts to grow its team of product specialists to better support customers operating in all forms of road construction and mineral/material processing. Each product specialist has a distinct area of focus related to an industry application. Specialists assist with demonstrations and start-ups, machine inspections as well as training on the correct applications for equipment.

In addition to Perkins, Kirby-Smith's team of product specialists and their areas of expertise includes: Jim Powell – Milling, Recycling & Concrete Product Specialist; Scott Prior – Crushing & Screening Product Specialist; Carlos Vega – Product Service Manager, Crushing & Screening; and Gary Corley – Key Account Specialist.

"Having a team of product specialists with a hyper-focus on their area of expertise is essential to better supporting our sales team and partnering with our customers to ensure they get the best experience possible with their machines," Gunderson said. ■





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# NEWS & NOTES

## Gavin Cole named Sales Manager for three Texas locations

**K**irby-Smith Machinery recently hired Gavin Cole as Sales Manager for its Fort Worth, Abilene and Waco locations. He will manage all sales activity and be responsible for a team of nearly a dozen sales personnel covering territory around the three branches.

Cole brings more than 24 years of experience in managing sales and dealer operations, most recently serving as general manager of an equipment company in Houston. He is very familiar with Kirby-Smith Machinery's market and customer base.

"I'm excited to be back in the Dallas-Fort Worth Metroplex with the opportunity to join such a talented

team," said Cole. "I am looking forward to building new relationships and working with the sales team to support our customers."

Del Keffer, Vice President of Sales for Kirby-Smith Machinery, believes Cole is an excellent addition to the sales management team.

"Gavin is tenacious in his responsibilities, thoughtful in the way he treats customers and employees and possesses both great integrity and a strong moral compass," said Keffer. "His can-do attitude and customer-focused manner will only add to the team he is leading in our Fort Worth, Abilene and Waco facilities. As you add to any team, you look for players who possess the

skill set to make everyone around them better. Those skills are abundant in Gavin and will be well-matched to his new role." ■



Gavin Cole, Sales Manager

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#### Scotty Cameron

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(713) 828-8733

#### Allen Al-Suwaidi

Pipeline Services Account Manager  
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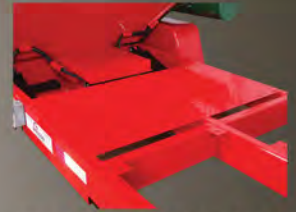
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# THE FACES OF KIRBY-SMITH

## Abilene Service Manager is happiest when staying busy, minimizing customer downtime

**G**arrett Lindley likes chaos. “I want things running 24/7,” said Kirby-Smith Machinery’s Abilene branch Service Manager. “If I’m bored, I’m miserable.”

Lindley knows the busyness has to be controlled. In his role, that means attention to detail when scheduling repairs and having the right people in the right place to minimize customer downtime.

“My duties include managing our shop and field service technicians, verifying work orders and making sure our rental equipment is ready to go, among others,” Lindley explained. “In the end, it comes down to making sure everything is done to our customers’ satisfaction and with the high quality that they and Kirby-Smith as a company expect.”

Sometimes that means going the extra mile to ensure a customer is back up

and running again as soon as possible after equipment needs attention.

“All machinery experiences issues or breakdowns; it’s just a fact in our industry,” Lindley stated. “How you respond makes the difference. I remember a situation where a customer had a D155 dozer with a broken track. A tech and I went to the site, broke the track apart and repaired it. It took until about 10:30 that night, and the dozer was right next to a running crusher, so we were covered from head to toe in dust when we were finished. But, the customer had the machine ready to go the next morning. I have been a part of and have seen countless examples like that throughout the company.”

### Passionate about welding

Lindley joined Kirby-Smith Machinery about three years ago as the Shop Foreman in the Abilene branch.

He was also a Product Service Manager before taking on the Service Manager role in late 2019.

“My relationship with Kirby-Smith actually goes back prior to starting here,” Lindley recalled. “I had my own welding business and did some contract work for Kirby before they called me and offered me the position of Shop Foreman.”

Lindley ran the shop for another equipment dealer before opening his own business. He moved into that role after several years of working as a welder.

“I still love to weld; it’s a passion of mine,” said the Abilene native who has been helping his stepson work on a truck to get it ready for when he gets his driver’s license. “I also love spending time with family and building things. When I’m not doing that, I like to hunt.” ■



Abilene Service Manager Garrett Lindley says if he’s bored, he’s miserable. “I want things running 24/7. My duties include managing our shop and field service technicians, verifying work orders and making sure our rental equipment is ready to go, among others. In the end, it comes down to making sure everything is done to our customers’ satisfaction and with the high quality that they and Kirby-Smith as a company expect.”





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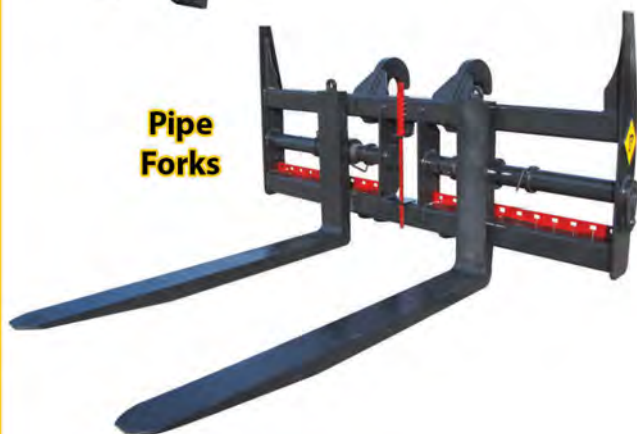
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Del Keffer, VP Sales  
JD Young, VP & Chief Financial Officer  
Chris Kirby, VP Property Management  
Rickey Bailey, VP Crane Division  
John Arapidis, VP Major Accounts  
Vern Gunderson, VP Road Construction & Minerals  
Bradley Campbell, VP Product Support  
Seth McColley, VP of Human Resources  
Phil Belcher, Controller  
Randy Short, Corporate Inventory Mgr.  
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Nicholas Crossley, Telematics Mgr.  
Tim Peterson, General Parts Mgr.  
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Lonnie Kilgore, Finance Mgr.  
Susan Rader, Finance Mgr.  
Cynthia Jessen, Purchasing Mgr.  
Jennifer Gordon, Marketing Mgr.  
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  
Scotty Cameron, Account Mgr., Pipeline Services  
Chris Saucedo, Pipeline Service Mgr.

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Don Jacobson, Territory Mgr.  
Chad Murphy, Territory Mgr.  
Dean Traylor, Territory Mgr.  
Pud Wood, Governmental Sales  
Mike Wolf, Governmental Sales  
Josh Layman, Crane Div. Account Mgr.  
Dewayne McDaris, Rental Mgr.  
Josh Lee, Rental Sales Rep.  
Larry Hollen, Product Support Sales Rep.  
Bud Sears, Product Support Sales Rep.  
Wayne Walker, Product Support Sales Rep.

James Scalf, Parts Mgr.  
John Martin, Service Mgr.  
Robert Perkins, Paving & Compaction Specialist

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Dan Rutz, Territory Mgr.  
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Brian Burris, Rental Mgr.  
Chad Lair, Rental Sales Rep.  
Jeff Statum, Product Support Sales Rep.  
Brian DeVore, Product Support Sales Rep.  
Gregg Ash, Parts Mgr.  
George Cross, Service Mgr.

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Braxton Britting, Territory Mgr.  
Matthew Probey, Territory Mgr.  
Ron Weaver, Territory Mgr.  
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Dan Thompson, Governmental Sales  
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Kraig Gilliam, Rental Mgr.  
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Cody Christopher, Product Support Sales Rep.  
Garrett Lindley, Service Mgr.

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Scott Prior, Crushing & Screening Product Specialist

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Jerrold Ellison, Service Mgr.  
Victor Kotulek, Parts Mgr.  
Rick Derr, International Sales/Equipment Appraiser

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TJ Iannacone, Service Mgr.

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Shawn Stevens, Territory Mgr.  
Jason Woods, Territory Mgr.  
Dallas Zeller, Territory Mgr.  
Philip Brown, Rental Sales Rep.  
Mark Tadlock, Product Support Sales Rep.  
Shane Schartau, Crane Div. Account Mgr.

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1999 GROVE TMS540	AL10001	2,600	\$99,000
2012 GROVE GMK5135	CON6021	9,414	\$675,000
2001 GROVE GMK5120B	GR01294X	6,000	\$195,000
2010 TADANO TM1052	TD10036	435	\$89,500
1998 LINK-BELT HTC8650	AL10003	19,200	\$99,000

## EXCAVATORS

2012 KOMATSU PC130-8	KM12396X	4,300	\$74,500
2014 KOMATSU PC138USLC-10	KM14175X	3,500	\$107,500
2017 KOMATSU PC170LC-11	KM17473X	1,958	\$129,650
2011 KOMATSU PC138USLC-8	KM11794D	4,900	\$67,500
2018 KOMATSU PC210-LC-11	K181098X	2,000	\$154,500
2018 KOMATSU PC210LC-11	KM18633X	2,743	\$139,500
2011 KOMATSU PC200LC-8	KM11901X	11,411	\$112,500
2012 KOMATSU PC240LC-10	KM12425D	7,000	\$76,450
2017 KOMATSU PC290LC-11	KM17411M	2,900	\$199,500
2017 KOMATSU PC360LC-11	KM17611X	4,400	\$169,500
2019 KOMATSU PC360LCI-11	K191040X	1,850	\$339,400
2008 KOMATSU PC400LC-8	KM08948X	9,460	\$79,500
2015 KOMATSU PC490LC-10	KM15225K	5,700	\$172,500
2007 KOMATSU PC1250LC-8	KM07001X	15,000	\$297,500
2017 GEHL Z45	GH17001X	600	\$46,500
2013 GEHL Z80	GH13003	1,800	\$53,500
2012 JOHN DEERE 290G LC	JD12207X	5,330	\$99,350
2016 VOLVO EC250EL	ZZ16002X	5,004	\$89,500
2007 CAT 314C LCR	CT07003X	8,465	\$47,500
2010 CAT 336D	CT10779X	11,012	\$69,500
2008 CAT 365CL	CT08011X	19,625	\$79,500
2004 CAT 5110B	CT04008X	10,600	\$199,850

## TRUCKS

2016 KOMATSU HM400-5	KM16249M	6,548	\$439,650
2012 CAT 740B	CT12001X	7,740	\$329,500
1997 CAT 777D	CT97001X	36,927	\$167,750
2017 TERRAMAC RT-9	TM17030M	620	\$169,500

## BACKHOE

2017 JOHN DEERE 310LEP	JD17003J	1,700	\$69,500
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## CRUSHING & SCREENING

2013 SPYDER SCREEN 516T	ZZ13029X	1,400	\$129,500
2012 KLEEMANN MR110ZS	KL12012X	3,300	\$319,500
2017 KLEEMANN MR130 ZI EVO2	KL17014U	1,558	\$799,500

## ROLLERS

2017 HAMM H12IP	HA17040M	1,300	\$107,500
2015 HAMM HD+ 140I VV HF	HA15001	3,100	\$79,400



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



2004 CAT 5110B, CT04008X, 10,600 hrs., \$199,850



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



2012 GROVE GMK5135, CON6021, 9,414 hrs., \$675,000



2008 TEREX RS-600, TX08849X, 2,973 hrs., \$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
2013 KOMATSU WA200-6	KM13108X	7,493	\$67,500
2013 KOMATSU WA470-7	KM13085M	6,700	\$157,500
2016 KOMATSU WA470-8	KM16433X	7,505	\$152,000
2017 KOMATSU WA470-8	KM17052X	6,600	\$165,000
2012 KOMATSU WA380-7	KM12389D	8,100	\$87,500
2015 KOMATSU WA380-7	KM15325X	9,607	\$69,500
2007 CAT 980H	CT07762X	10,916	\$127,500
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	2,700	\$107,500
2017 KOMATSU D39PX-24	KM17308X	2,200	\$109,500
2016 KOMATSU D61PX-6	K16518X	2,200	\$209,500
2013 KOMATSU D51PX-22	KM13207P	5,200	\$104,750
2015 KOMATSU D65PX-18	KM15323M	6,900	\$137,000
2018 KOMATSU D61PXI-24	KM18450X	2,215	\$279,750
2007 KOMATSU D65EX-15	KM07927X	6,456	\$84,500
2015 KOMATSU D65PX-18	KM15322M	6,100	\$137,000
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
2017 KOMATSU D155AX-8	KM17627	900	\$459,500
2014 CAT D6T XW	CT14025X	2,700	\$219,750
2015 CAT D6N LGP	CT15768X	2,792	\$169,500

## SKIDSTEERS

2018 TAKEUCHI TL12V2	TL18015	3,200	\$47,500
2012 GEHL V270	GH12114	700	\$27,500
2009 WACKER NEUSON SW24	ZZ09005X	1,776	

## 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
2015 WIRTGEN WR 200 XLI	WR15003M	2,000	\$314,500
2015 WIRTGEN WR 200 XLI	WR15004X	2,400	\$279,500
2008 TEREX RS-600	TX08849X	2,973	\$89,500
2015 ROSCO RA500	RS15007	200	\$207,500
2009 TEREX RS425C	ZZ09004X	2,128	\$79,500
2009 CAT RM-300	CT090234	4,750	\$139,500

## MOTOR GRADERS

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

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