



Connection

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

HAMMER CONSTRUCTION INC.

Oklahoma-based contractor
continues to see success
by focusing on quality
customer service



KOMATSU

Robby Moore,
President and Owner





MESSAGE FROM THE CHAIRMAN



Ed Kirby

Dear Valued Customer:

We could not be more proud of our association with Komatsu, which is celebrating its 100th anniversary. I believe you will find the article about Komatsu's rich history and how it is "creating value together" with distributors like us and customers like you to be an interesting read.

While there are still challenges ahead, the future looks much brighter than it did at this time last year. There is an improved outlook for the construction industry, including the prospects for a new surface transportation bill and a boost to overall infrastructure funding.

New legislation often includes funds set aside to study modern technologies and the potential positive effects they could have on efficiency and productivity. In that regard, Komatsu Smart Construction and intelligent Machine Control technology continue to make a sizable impact for customers like Hammer Construction Inc. I hope you take time to read our featured article about how Komatsu iMC equipment like the D61EXi-24 dozer and the PC360LCi-11 excavator are allowing this Norman, Okla., contractor to finish projects faster at a reduced cost.

In this issue, learn more about Komatsu's latest addition to its intelligent Machine Control 2.0 lineup: D39i-24 dozers with integrated GPS. They can push a sizable load and finish grade like no other, in a package that can be easily transported between job sites on a small trailer.

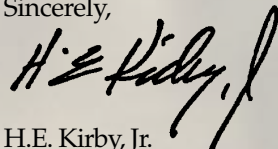
GPS systems have come a long way since their introductions and have continued to gain popularity because they were proven to work. The last few years have seen the genesis of value-added technology, such as telematics, that not only helps with your earthwork practices, but also tracks machinery so you can see trends, production and more, which can improve your management skills.

The last century saw Komatsu lead the way in equipment and technology innovation. We are looking forward to what it has in store for the future.

As you may have heard, I have moved into the role as chairman of Kirby-Smith Machinery and appointed John Arapidis as president & CEO to handle day-to-day operations of our business. Rest assured, Kirby-Smith Machinery and you, our customers, are in extremely capable hands with John's extensive experience and leadership.

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

Sincerely,



H.E. Kirby, Jr.
Chairman, Kirby-Smith Machinery Inc.

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Connection

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LEADERSHIP TRANSITION

Kirby-Smith Machinery announces new president and CEO, John Arapidis

John Arapidis has been named president and CEO of Kirby-Smith Machinery Inc. Ed Kirby, the company's co-founder, president and CEO of nearly 40 years, will step back from his current position and will serve as chairman of the board.

Arapidis joined Kirby-Smith in 2017, serving as the vice president of national accounts. Prior to joining Kirby-Smith, Arapidis spent nearly 30 years at Komatsu, a leading developer and supplier of technologies, equipment and

services for the construction, mining, forklift, industrial and forestry markets. Arapidis held various roles at Komatsu, including national accounts manager and vice president of the rental and used equipment division.

"Making the decision to step back from my role was not an easy one, but I know that with the appointment of John to president and CEO, Kirby-Smith Machinery will continue to remain a leader in the industry in John's extremely capable hands," said Ed Kirby. "During the past four years, John's experience, leadership style and vision for the company have proven to be the right fit for this role and will benefit the entire KSM organization, as well as our partners and clients."

Transitioning

During the remainder of 2021, Kirby will work closely with Arapidis and the management team to transition day-to-day responsibilities while assuming the role of chairman of the board, where he will act in an advisory role and continue to liaise with partners and customers.

"I am honored and humbled at the opportunity to take on this position with KSM and help grow the company into the future," said Arapidis. "My motto is to never stop learning, and I am excited to work alongside the leadership team to continue to learn and build upon the legacy that Ed has built."

Arapidis currently lives in Dallas and will relocate to Oklahoma City with his wife. He holds an MBA from the Keller Graduate School of Management and a bachelor's degree in business administration from Loyola University. ■



(L-R) Kirby-Smith's co-founder, president and CEO of nearly 40 years, Ed Kirby, shakes hands with John Arapidis, who has been appointed the new president and CEO. "My motto is to never stop learning, and I am excited to work alongside the leadership team to continue to learn and build upon the legacy that Ed has built," stated Arapidis.

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HAMMER CONSTRUCTION INC.

Oklahoma-based contractor continues to see success by focusing on quality customer service

Hammer Construction Inc. has officially been in business for about 30 years, but its roots stretch back to when Jack Hammer founded Hammer Construction and Dozer Service in the 1950s. He focused on building roads, pits and pad sites for drilling rigs and providing roustabout services for energy companies.

Jack retired in the late 1980s, and his daughter Shirley Hammer took over and changed the name to simply Hammer Construction Inc. She also branched out to offer site work services to the commercial market. By 2016, Hammer Construction's projects were almost evenly split between commercial and energy.



Robby Moore,
President and
Owner

During that same year, her son-in-law Robby Moore took full control of Hammer Construction as owner and president upon Shirley's retirement. Moore joined the company about 17 years ago on a part-time basis working in its corporate office.

"I really wasn't planning on being with Hammer Construction on a permanent basis," Moore admitted. "I was just filling a gap and helping the family. As the business evolved, I realized it was a good career fit for me. I'm glad it worked out the way it did."

Other management personnel of the 100-member staff include Vice President of Operations Mark Brown and Human Resources Director

Megan Swart. In addition to its corporate office in Norman, Okla., Hammer Construction has multiple field offices across Oklahoma and northern Texas.

"We like to say that we've got air in our tires and will go wherever there is an opportunity," Moore said. "In reality, most of our commercial jobs are within about an hour of Norman. Energy work takes us a little farther out, but not like several years ago when we had offices in Kansas, Louisiana and Pennsylvania. That's when oil field projects made up the vast majority of our workload."

Broadening services

"Today, our commercial excavation and utility services make up a sizable portion of our projects," stated Moore. "Energy services — including our roustabout, excavation and trucking departments will continue to be a staple here at Hammer.

"The type of work we specialized in on the energy side, especially earthwork, translated well to commercial," he explained. "About a decade ago, we decided to broaden our services to include commercial, and it's paid off."

Hammer Construction's commercial side provides complete site packages or individual services for customers, including clearing, mass earthwork and fine grading, utility installation, and concrete paving.

"We, and most of our clients, prefer for us to do a turnkey project where the civil construction schedule is in our hands," said Moore. "In those cases, we self-perform nearly everything and work with trusted partners to get certain items taken care of. We are not

A Hammer Construction operator moves dirt with a Komatsu D61EXi-24 intelligent Machine Control (iMC) dozer. "We upload the model to the machines, do a final precheck and go," said Foreman Matt Swafford. "The integrated GPS control of the iMC machines is extremely accurate. With no masts or cable to put up and take down, our production time increased, so we are able to finish projects faster with reduced costs."





► VIDEO

A Hammer Construction operator loads a Komatsu HM400 haul truck with a Komatsu PC360LCi-11 iMC excavator on a job site in Midwest City, Okla. "Traditional methods would have meant having a survey company come out four or five times to stake it as we progressed," stated Foreman Josh Swafford. "Because the intelligent machines always know where they are in relation to final elevation, much of that is eliminated, so we save time and money by using them from start to finish."

opposed to breaking out and doing a dirt- or utility-only job. Whatever the customer wants, we will take care of it. That's helped us build a solid list of customers that we continue to work for on a repeat basis."

Saving time with iMC

Typically, Hammer Construction has 15 to 20 projects in the works at a time. In a recent commercial venture, the company provided earthwork for the first phase of a new multipurpose sports complex in Midwest City, Okla., that will include three baseball fields, concession stands and parking. A crew performed cut/fill operations for general site construction, which involved moving thousands of yards of dirt.

"The project is an excellent example of what Komatsu intelligent Machine Control equipment is capable of,"

stated Foreman Josh Swafford. "In some places, there were 12-foot cuts and fills. Traditional methods would have meant having a survey company come out four or five times to stake it as we progressed. Because the intelligent machines always know where they are in relation to final elevation, much of that is eliminated, so we save time and money by using them from start to finish."

Hammer Construction used its D61EXi-24 dozer and PC360LCi-11 excavator for everything from rough cut to final grading. Similar to all projects done with intelligent Machine Control (iMC) equipment, it built a site model from a CAD file Hammer Construction received from the general contractor.

"We upload the model to the machines, do a final precheck and



Josh Swafford,
Foreman



Matt Swafford,
Foreman



Discover more at
KirbySmithConnection.com

go," said Foreman Matt Swafford. "The integrated GPS control of the iMC machines is extremely accurate. We have never had an issue in the three-plus years that we have used

Continued . . .

'Able to finish projects faster with reduced costs'

... continued

them. Our first unit was a D65EXi-18 that we rented for an oil field job. We bought it because we knew right away it was a game-changer for us. With no masts or cable to put up and take down, our production time increased, so we are able to finish projects faster with reduced costs."

Kirby-Smith Machinery Inc. Territory Manager Ryan Bebee helped Hammer Construction acquire its iMC machines — as well as standard Komatsu equipment and WIRTGEN GROUP products — and Kirby-Smith construction technology team members assisted with setup and training.

"Ryan and Kirby-Smith have been with us every step of the way in integrating the iMC machines into our fleet, as well as providing excellent service with the Komatsu Care program on all our new Tier 4 Komatsu equipment," said Moore. "What really stands out to me is that I have worked with the same people for a long time. It makes things easier when you have familiar faces and contacts to deal with. They are knowledgeable about what machines best fit my operations, so we are most effective. They have been a good partner for us."

Optimistic about the future

Moore said he plans to add more iMC machines to his fleet going forward. Hammer Construction will use them on both commercial and energy services projects.

"I'm optimistic that we have some good opportunities ahead of us in both sectors," said Moore. "As always, we will continue to try and improve on what we do." ■



In addition to Komatsu equipment, Hammer Construction uses HAMM rollers from Kirby-Smith.

(L-R) Kirby-Smith Director of Construction Technology Rebecca McNatt and Territory Manager Ryan Bebee meet with Hammer Construction President Robby Moore and Foremen Josh and Matt Swafford on a job site near Oklahoma City. "Ryan and Kirby-Smith have been with us every step of the way in integrating the iMC (intelligent Machine Control) machines into our fleet, as well as providing excellent service with the Komatsu Care program on all our new Tier 4 Komatsu equipment," said Moore.



NEW MACHINES

Kirby-Smith Machinery adds Atlas material handlers to its equipment lineup

Kirby-Smith Machinery Inc. broadened its material handler manufacturer lineup with the addition of the Atlas brand. The machines will be available at most Kirby-Smith locations.

Part of the SMH Group US, Atlas has been manufacturing equipment for more than 100 years. Its material handlers include mobile industrial and industrial tracked machines, which work in applications such as scrap, wood, bulk goods, recycling, ports and vacuum operations.

The Atlas line consists of 12 models, ranging from the 36,596-pound 160 MH to the 130,514-pound 550 MH.

Key features include functional and spacious elevating cabs, optimized kinematics to the boom, optimized hydraulic arms, an extendable wheelbase and hydraulic axle lock, perfect weight distribution, and the ability to run a variety of attachments.

"The addition of Atlas material handlers for our territory in Oklahoma, Kansas, Missouri and Illinois will allow us to provide additional value to existing customers and increase our opportunities to partner with port businesses and scrap processors," said Chief Operating Officer and Executive Vice President Jeff Weller. ■



The Atlas line of material handlers includes 12 models with the abilities to handle several applications and run a variety of attachments.

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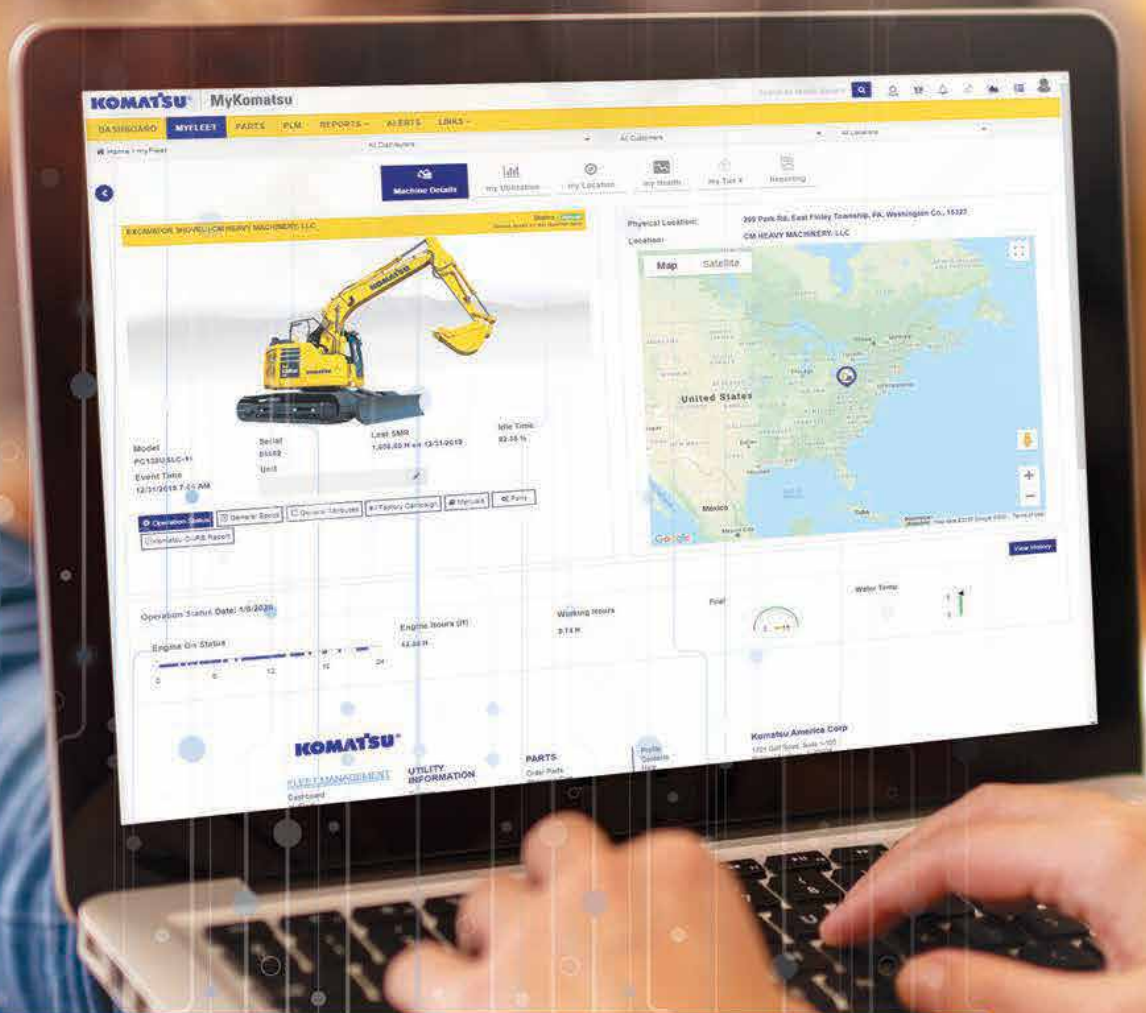
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iMC UPDATE CORNER

Making the grade: opening the door to tomorrow's job site

With the first intelligent Machine Control (iMC) dozer debuting in 2013, Komatsu's iMC technology has been on the market for the better part of the last decade. Komatsu has continued to lead the construction industry forward, debuting the first fully integrated machine control excavator in 2014, pioneering the concept of Smart Construction — a suite of products, services and digital solutions that offer interconnectivity and streamline improvement over the entire construction process — and most recently, the evolution of iMC 2.0 technology for dozers and excavators.

At Kirby-Smith Machinery Inc., we are excited about the growth we've seen in the adoption of iMC technology. It feels like we are introducing more customers to the iMC product line each day, opening the door to tomorrow's job site with them. More and more contractors are beginning to embrace the efficiency and increased production offered by fully integrated intelligent Machine Control technology. They understand how this technology can increase productivity and reduce costs.

Take, for example, the concept of Grade Control Technology. In an industry faced with a severe operator shortage, Komatsu enables novice operators to perform with the precision and efficiency of a more seasoned operator — making the grade as designed. Features such as Proactive Dozing Control (proprietary to Komatsu) use terrain mapping to collect data from each pass and plan the next pass. Knowing the terrain, the machine can grade and follow existing grade contours just like an experienced operator would. Most people in the industry associate grade control with only the finish grade process, but Proactive Dozing Control



Rebecca McNatt,
Director of Construction
Technology, Kirby-Smith
Machinery Inc.

allows the operator to now utilize automatics 100% of the time. We use the term "Grass to Grade" to help customers better visualize this concept.

Dedicated support

Partnering with customers on their Smart Construction journey and helping them take full advantage of their intelligent machines is something we take very seriously. Whether purchasing or renting, Kirby-Smith provides dedicated support for the entire duration the customer owns or rents an iMC unit. When a machine is delivered to a new iMC customer, our team performs training and stays on-site until the customer is comfortable operating, and whenever a customer needs help, we're always a phone call away to assist remotely.

We offer customers all the necessary hardware such as TopCon Base & Rovers, and all Komatsu iMC equipment is compatible with Trimble, Leica and Cellular network systems, so connectivity is never an issue. Our team consists of Komatsu factory-trained technical solution experts (TSEs) / Smart Construction consultants to support technology needs and certified iMC technicians to keep equipment running at top performance.

Supporting iMC equipment doesn't stop at the distributor level. Komatsu

continues to expand their support team as more iMC machines enter the market. Komatsu's Smart Construction team focuses on developing new solutions to optimize job site efficiencies beyond machine control.

Kirby-Smith and other Komatsu distributors meet several times throughout the year to collaborate on ideas and share feedback from the field to continuously improve iMC products and Smart Construction Solutions. Komatsu conducts TSE training meetings to communicate releases and new developments, which also allows our TSEs to learn from the experiences of their contemporaries around the country. Komatsu is diligent to ensure that when customers move equipment into different territories for new projects, they receive the same support they have come to count on from distributors like Kirby-Smith.

More updates ahead

It is impossible to fit all the benefits and ways this technology is changing the industry into one article (we haven't even discussed iMC excavators!) so in each issue of Kirby-Smith Connection, we plan to take you through what we are seeing in the field related to Smart Construction. If you haven't opened the door yet to greater levels of productivity and efficiency, just know that Kirby-Smith and our Smart Construction Team is ready to partner with you in "Making the Grade." ■

More and more contractors are beginning to embrace the efficiency and increased production offered by fully integrated intelligent Machine Control (iMC) technology.



TRACKING PROGRESS IN NEAR REAL TIME

Construction teams can visualize the status of their job sites in one snapshot with Smart Construction Dashboard

To better manage their businesses, construction operations teams need a go-to solution to visualize the status of their job sites. With Komatsu's Smart Construction Dashboard, they can.

Built to support the digital transformation of customers' work sites, Komatsu's suite of Smart Construction solutions leverages the power of the Internet of Things (IoT) to help customers orchestrate construction planning, with the aim to better handle management and scheduling, streamline costs, and optimize processes remotely — in near real time.

Smart Construction Dashboard is designed to be used daily and combines data from multiple sources into one comprehensive picture. It provides contractors with 3D graphic

visualization of all design, drone and machine data to measure cuts/fills, quantities and productivity. Site progress can be viewed with timeline functions (including playback) in terms of whole-site visuals, cross-sections and individual measurements.

With Smart Construction Dashboard you can:

- Confirm a pre-bid topographical map is correct.
- Track job site progress in near real time.
- Document site conditions as evidence for change orders.
- Quickly and easily measure stockpile quantities.

"What is really cool is that the flight surface data from our drone is loaded

to the Smart Construction Dashboard, and we can very quickly see changes — the actual progress," said Andie Rodenkirch, project manager for Hunzinger Construction Company. The firm is using the Smart Construction Dashboard as it builds Komatsu Mining Corp.'s new headquarters in Milwaukee. "Technologies that let operators do the job one time — and do it correctly — increase efficiency, so it's been a great tool for us."

Smart Construction Dashboard is powered by the 3D visualization power and geospatial accuracy of Cesium, a leading platform to visualize, analyze and share 3D data. Cesium's 3D visualization engine combines video game computer graphics technology with accuracy that ties data to its precise location on the globe. ■

Komatsu's new Smart Construction Dashboard is designed to be used daily and combines data from multiple sources into one comprehensive picture. It provides contractors with 3D graphic visualization of all design, drone and machine data to measure cuts/fills, quantities and productivity. Site progress can be viewed with timeline functions (including playback) in terms of whole-site visuals, cross-sections and individual measurements.



FACES OF KIRBY-SMITH MACHINERY

Rebecca McNatt wants to help improve productivity with the latest construction technology

Rebecca McNatt says rapid advancements in construction technology make this an exciting time to be in the industry.

"It's non-stop, so we are always learning," emphasized McNatt, Kirby-Smith Machinery Inc.'s director of construction technology. "I love being able to interact with people and work with them to adopt technology that increases productivity. Skilled operators are hard to come by, and technology such as Komatsu's new Proactive Dozing Control and iMC (intelligent Machine Control) dozers are having a great impact in helping novice operators perform at an expert level rather quickly."

This year marks a decade since McNatt first joined Kirby-Smith in an administrative role at the Dallas branch's service department. Before that, she worked at one of the nation's largest Ford dealerships, where she had started in a part-time position as a senior in high school. McNatt moved up to service cashier, then shop dispatch — which involved dispatching up to 40 technicians and 10 service advisers — before advancing to the service office manager and shop production manager positions.

Increasing utilization

Five years ago, McNatt became Kirby-Smith's telematics manager and was responsible for increasing the use of the technology. "Telematics data was being underutilized, by us and our customers," stated McNatt. "We were not accessing all the data or using it to its fullest capabilities. My goal was to train our technicians, product support representatives and customers on what was available and how to



Rebecca McNatt,
Director of
Construction
Technology

use it for troubleshooting, increasing efficiency, cutting costs and more. We saw tremendous gains."

McNatt continues to help Kirby-Smith personnel and customers increase their use of technology as the director of construction technology, a role she moved into in 2019. She guides a team that assists Kirby-Smith's sales representatives in promoting Komatsu's fully integrated grade control dozers and excavators.

"We work with customers who are new to grade control, customers with 50-plus grade control machines in their fleet, and those in between," explained McNatt. "We support iMC equipment

100% after the sale, assisting with on-site localizations, operator training and more. Komatsu recently launched several new Smart Construction solutions such as Smart Construction Design, Dashboard and Drone, and my team is responsible for promoting and implementing those as well."

McNatt noted that Kirby-Smith's rental fleet carries approximately 90 pieces of iMC equipment that her team supports while they are out on rent. Her team also sells, rents, trains and supports Topcon base and rover kits.

Outside of work, Rebecca and her husband, Bret, are partners in a thoroughbred racing syndicate. She enjoys cooking, spending time in her flowerbeds and spoiling their dogs, Ginger and George. ■

Rebecca McNatt, Kirby-Smith Machinery's director of construction technology, works with company personnel and customers to increase the usage of technology on the job site. "I love being able to interact with people and work with them to adopt technology that increases productivity," said McNatt.



NEW MY KOMATSU MOBILE APP

Want more actionable data from your telematics system? My Komatsu updates improve fleet management

Next to your staff, nothing is more important than the health of the machinery you rely on to run your business. Fleet management is essential in maintaining peak performance during its lifetime.

“If you are not tracking critical data, there’s a chance you are missing something that will eventually lead to a catastrophic failure, or is driving up your owning and operating costs,” said Rizwan Mirza, manager, telematics, digital support solutions for



Rizwan Mirza,
Manager, Telematics,
Digital Support
Solutions for
Komatsu

Komatsu. “In the past, getting that information was a challenge. You likely had to drive to job sites and physically check the machines or wait for on-site personnel for information. If you wanted parts, that involved additional phone calls or

trips, which took a lot of valuable time.”

Mirza pointed out that during the past few years fleet management has become simpler and more convenient.



Michael Carranza,
Manager,
Digital Support
Solutions for
Komatsu

“Telematics really changed the game,” commented Michael Carranza, manager, digital support solutions for Komatsu. “You can now log onto a desktop computer or mobile device to track hours and location, check idle time and error codes, order parts, and more with a few clicks or swipes. Many offer health reports and equipment manuals. Telematics have increased fleet management efficiency tremendously.”

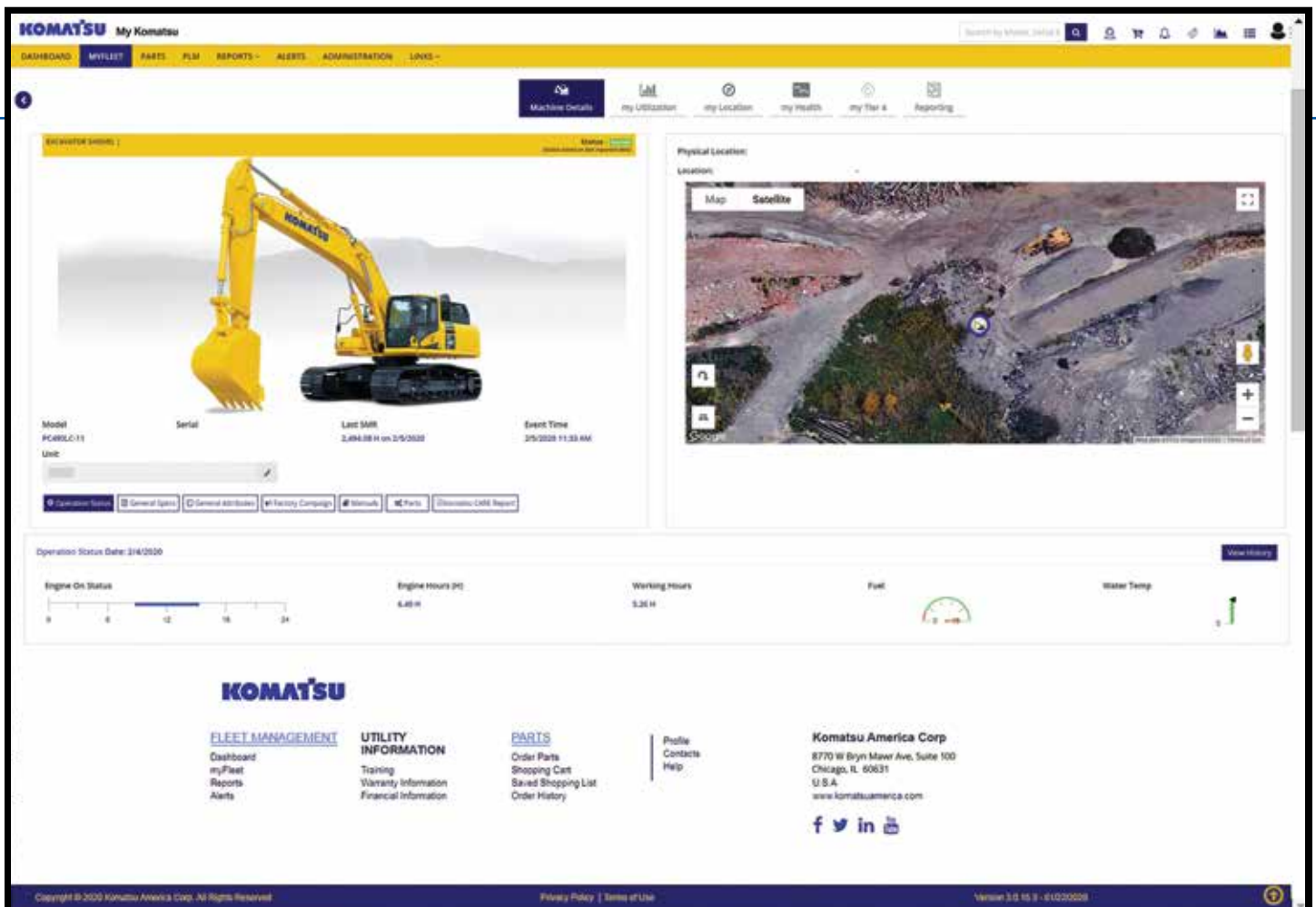
Carranza added that a single source that gives you the ability to access and manage your machines’ telematics data, software, parts and service manuals — as well as order parts — is a significant advantage. “It’s more efficient, saves time and ultimately reduces downtime,” said Carranza.

Komatsu offers that single source of support with its My Komatsu web-based solution for fleet management and e-commerce that integrates 20 legacy systems. According to Mirza, it allows you to mine actionable intelligence designed to help you run your business more effectively — 24 hours a day, seven days a week.

“Developed with extensive customer research and user feedback, My Komatsu is a centralized, user-focused content hub created to help you harness the power of technology,” said Mirza. “It uses telematics data to recommend solutions based on your needs and actual usage. You can be confident that data is accurate and reliable. You can get insights that help keep owning and operating costs low, order parts and Smart Construction solutions quickly and easily, and much more.”

The My Komatsu mobile app gives you on-the-go fleet management capabilities, such as an optimized view of how equipment is being used and machine health. You can also order parts and have them delivered to the job site; set alerts to be notified of order status, excessive engine hours, idle time and fuel consumption; see factory campaigns; and much more.





My Komatsu provides a wealth of data for improved fleet management. “My Komatsu is a centralized, user-focused content hub created to help you harness the power of technology,” said Rizwan Mirza, manager, telematics, digital support solutions for Komatsu. “It uses telematics data to recommend solutions based on your needs and actual usage. You can be confident that data is accurate and reliable. You can get insights that help keep owning and operating costs low.”

Additional data available through My Komatsu includes Komatsu Oil and Wear Analysis (KOWA) information, recommended parts, parts promotions, abnormality and fault tree analysis, open factory campaigns, maintenance quick stats, video tutorials, and telemetry data for intelligent Machine Control dozers and excavators.

New mobile app for greater convenience

In its earliest days, telematics information was accessed through web-based platforms, and fleet managers used computers at their home or office. Today’s telematics are mobile with apps for smartphones and tablets.

“Mobile apps such as our new My Komatsu have many of the same

features as our web-based solution — the ability to see key metrics used to drive fleet management decisions, for example,” said Carranza. “The My Komatsu app has some unique differentiators, including offline capabilities and driving directions that take you to a registered machine that you may need to visit. It has an optimized view and an online parts ordering experience for mobile devices.”

Mirza added that mobile apps provide true on-the-go fleet management capabilities.

“It’s designed to help maximize the value of your equipment by letting you remotely manage from anywhere,” said Mirza. “With the My Komatsu mobile app you can view how equipment is being used

and machine health; look up and order parts and have them delivered to the job site; set alerts to be notified of order status, excessive engine hours, idle time and fuel consumption; see factory campaigns; and much more.

“We encourage anyone who has machinery to use telematics for improved fleet management and to download the My Komatsu mobile app to track your Komatsu equipment,” he added. “It’s available for Android on Google Play and through the App Store for Apple devices. If you already have a My Komatsu web-based account, the mobile app can be linked to it. If not, your Komatsu dealer will be glad to help you set up an account after you download the app.” ■

REEVES COUNTY ROAD & BRIDGE DEP

West Texas governmental group plans to improve roadways, giving residents and visitors smoother travel

The world's first rodeo was held in Pecos, Texas — the current county seat of Reeves County — on Independence Day in 1883. At that time, all roads leading to the historic event were made of either dirt or gravel.

Nearly 140 years later, there are still several miles of those roads



Anthony Lopez,
Road Crew Foreman

in the approximately 2,600-square-mile area that makes up Reeves County. Its Road & Bridge Department is maintaining them, while also actively working to reduce their numbers. In 2015, it began a program to rehabilitate and pave.

"We started with 4 miles the first year and have increased the number

annually, so now we're between 70 to 80," said Anthony Lopez, road crew foreman. "Our plan for 2021 is almost 100 miles. The process involves regrading and compacting, followed by chip sealing. It creates a much better, longer-lasting surface for county residents."

Along with Lopez, key individuals of the Road & Bridge Department field crews include Maintenance Foreman Jaime Mendoza and Maintenance Fleet Foreman Joe Baeza. County Engineer Curtis Wilson and Administrator Gary Rumbaugh are part of the leadership team. Permit Supervisor Joel Martinez, Office Manager Karen Baxter, Administrative Assistant Monette Baeza and Permit Inspectors Desi Duarte and Aurelio Lopez also ensure things run smoothly.

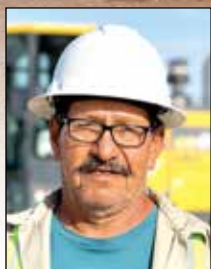
Stretching dollars further

Maintaining and rehabbing roads are a couple of ways the nearly 60-member Road & Bridge Department team services the approximately 17,000 residents of Reeves County. Plus, additional workers service the oil and gas industry in the area. Lopez noted that having county crews — it currently has a dirt crew and a chip seal crew — perform the work saves costs and offers greater flexibility than contracting out the work.

"It stretches taxpayer dollars and allows us to get more done each year," stated Lopez. "Additionally, traffic can change from month to month. We may have a road that is in the schedule for some time in the future. If we see that traffic is way down in that area, we can quickly mobilize and start the rehabilitation process instead of waiting until the

Operator Ian Hunt compacts materials with a HAMM HP 280i pneumatic tyre roller. "It's a nice machine, and I like the comfort in the cab. It's a smooth ride," said Hunt.





► VIDEO

Operator Roy Lozano blades a road in preparation for chip sealing with a Komatsu GD655-6 motor grader. "It drives and handles well, and I like the visibility to the blade, so that I can easily see the road and materials," said Lozano. "It increased production and efficiency."

scheduled date. If we contract that road, we may have to wait for quite some time before the contractor gets to it. That's not to say that contracting out work is bad. A few roads are done that way each year, but the bulk is handled by the Road & Bridge Department."

In total, the Reeves County Road & Bridge Department is charged with maintaining, rehabilitating and improving more than 580 miles of roads. In addition to its scheduled plans, it responds to emergency situations, including emergency street repairs. It also cleans and maintains cattle guards, mows public property such as rights-of-way and medians, maintains cemetery maps and a complete list of county cemeteries, and advises historical preservation groups and local government entities on state laws that protect historic cemeteries.

New equipment increases efficiency

A state grant Reeves County received in 2015 allowed the Road & Bridge Department to work on road improvements and gave it the ability to purchase equipment for the chip sealing process, as well as loaders and dozers to process its own materials.

Recent additions include several products from Kirby-Smith Machinery Inc. Among them was a Komatsu GD655-6 motor grader used to blade roads and build the base for chip sealing.

"It's very dependable, which is essential for us," said Lopez. "Our operators like the visibility to the blade, so they can easily see what they are grading, which increases efficiency and productivity. It really helped last winter when we had a

freak storm that dumped about 2 feet of snow. We drove it into town and helped the city and state plow and open roads. It worked great."

For some general compaction and chip sealing, Reeves County added a HAMM HP 280i pneumatic roller. "Like the motor grader, it's very reliable and productive," said Lopez. "The operators appreciate the ergonomics and how much room they have in the cab, as well as the visibility. It's a great finish roller, so it gives us a good surface on the chip sealing."

Additional equipment from Kirby-Smith includes a Ledwell



Discover more at
KirbySmithConnection.com

Continued . . .

'Our commitment is to make our residents' lives better'

... continued

4,000-gallon water truck and a JLG SkyTrak telehandler. "We are very pleased with those," said Lopez. "The SkyTrack is a good general-purpose lift, and the water truck lets us do quite a bit of road before it needs

to be refilled. We recently used it to fill firetrucks during an emergency situation. Both are easy to operate."

Dan Thompson, a governmental sales representative for Kirby-Smith,

assisted Reeves County with the purchases and checks in regularly. "Dan visits two or three times a year, but he calls or emails weekly to make sure everything is running smoothly, and if we need anything, he or someone else at Kirby-Smith responds right away. Dan also gives us an opportunity to demo new equipment to see if it is something that will suit our present or future needs. They are knowledgeable about the products, so they help in determining what works best for our needs."

Hope for continued improvements

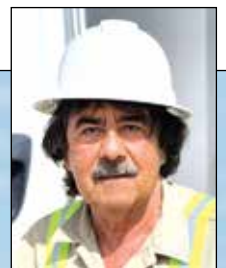
The rodeo in Pecos, Texas has continually been held each year since its inaugural event. Since 1936, it's been held at the Buck Jackson Arena. Today, visitors have better roads to bring their livestock to the spectacle.

"The grant for road work was for 10 years, and we are hoping that the work lasts beyond that," said Lopez. "Our commitment is to make our residents' lives better with improvements, and the Road & Bridge Department is a big part of that." ■



Kirby-Smith Machinery Inc. governmental sales representative Dan Thompson (second from right) meets with Reeves County Road & Bridge Department personnel (L-R) Manny Guerrero, Anthony Lopez and Jaime Mendoza. "Dan visits two or three times a year, but he calls or emails weekly to make sure everything is running smoothly, and if we need anything, he or someone else at Kirby-Smith responds right away," said Lopez.

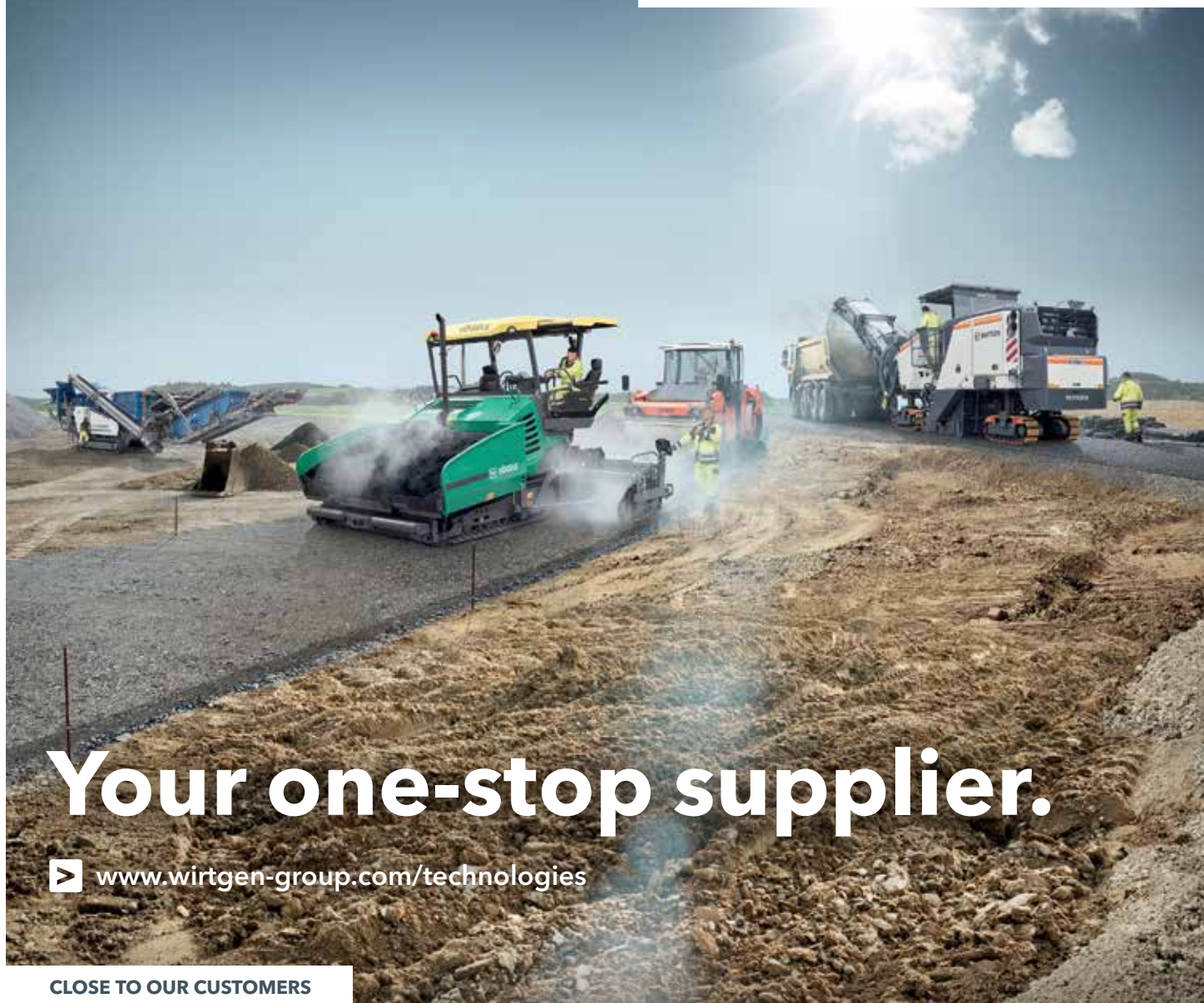
Operator Sammy Natividad sprays a road prior to blading using a Ledwell 4,000-gallon water truck. "It's very easy to operate — just a couple of buttons," said Natividad.



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OKLAHOMA GAS & ELECTRIC SERVICES

Terramac RT9's low ground pressure gets crews through all types of terrain with minimal ground disturbance

For nearly 120 years, customers have relied on Oklahoma Gas & Electric (OG&E®) Services for power. The oldest and largest investor-owned electric utility in the Sooner State — consistently ranked in surveys as one of the highest performing utilities in the United States — serves more than 850,000 customers across a 30,000-square-mile area of Oklahoma and western Arkansas.

As part of the OGE Energy Corp., OG&E® takes a balanced approach to generating electricity using natural gas, coal and renewable sources — creating more than 7,000 megawatts of capacity. Miles and miles of transmission lines across varying terrain deliver power to homes and businesses. OG&E® is committed to keeping them in top shape. Many are in rural areas where access and ground conditions can be a challenge.

An Oklahoma Gas & Electric (OG&E®) Services operator moves rock with a Terramac RT9 on a powerline project in northwest Oklahoma. (Terramac is an independent company separate from OG&E® and OGE Energy Corp.) “Even with a full load it will go through soft ground or over the hills we encounter with no issues,” said Jimmie Walters, foreman transmission construction, system expansion. “The alternative would likely have been a backhoe with a small bucket to move rock from the pile to the poles, which would have torn things up and taken far longer to get around. That was not cost-effective. The RT9 is.”



Jimmie Walters,
Foreman Transmission
Construction, System
Expansion, Oklahoma
Gas & Electric Services

To ensure minimal ground disturbance, and so it can continue working effectively in wet and muddy situations, OG&E® acquired a 26,180-pound Terramac RT9 rubber track carrier (Terramac is an independent company separate from OG&E® and OGE Energy Corp.) from Kirby-Smith Machinery Inc. with the assistance of Territory Manager Josh Lee. Fully loaded, it has a ground pressure of 6.4 PSI.

OG&E® recently put the 225-horsepower unit on a project in northwest Oklahoma where a crew is replacing more than 50 miles of line, as well as replacing old wooden-pole structures with new steel ones for longer life and greater durability.

“In many instances, they are located in areas where traditional equipment such as dump trucks or other rubber-tired machines would tear it up considerably or get stuck, so

they are not feasible,” said Jimmie Walters, foreman transmission construction, system expansion. “For instance, we may be working in farmers’ fields or on other landowners’ properties. Our goal is as little disturbance as possible, and the RT9 does that.”

OG&E®’s RT9 is equipped with a dump bed, so it can haul 6 yards of gravel. The maximum carrying capacity of the machine is 18,000 pounds.

“We are currently carrying gravel for backfill,” said Walters. “Even with a full load the RT9 goes through soft ground or over the hills we encounter with no issues. The alternative would likely have been a backhoe with a small bucket to move rock from the pile to the poles, which would have torn things up and taken far longer to get around. That was not cost-effective. The RT9 is.”

Easy operation, transport

Walters said he and other operators of the RT9 like the ease of operation. “It’s joystick control, and the dump button is on top of the joystick that drives the unit. The computer screen has all the gauges right there in sight. It’s very user-friendly.”

He noted that transportability is an added advantage of the Terramac RT9. At 19 feet 6 inches long and 8 feet 3 inches wide, it is easily moved, according to Walters.

“It’s the perfect size,” stated Walters. “We don’t need a permit to haul it, so if we have to load it up quickly — such as for a fast response to a storm in the middle of the night — that’s a great advantage. We’re very pleased with the Terramac, very pleased. It’s just a very good machine and for the



Discover more at
KirbySmithConnection.com



► VIDEO

Oklahoma Gas & Electric Services specifically acquired the RT9 for its low ground pressure. "In many instances, they (projects) are located in areas where traditional equipment such as dump trucks or other rubber-tired machines would tear it up considerably or get stuck, so they are not feasible," said Jimmie Walters, foreman transmission construction, system expansion. "Our goal is as little disturbance as possible, and the RT9 does that."



The Terramac RT9 is equipped with a dump bed with a maximum carrying capacity of 18,000 pounds.

work we do, sometimes it's just a must to have."

Walters added that Lee and Kirby-Smith have been great to work with. "Any time we have a special need like this, we try to go through them. They do a good job of finding something in a timely manner, and they are responsive if we call for maintenance or repairs." ■



Kirby-Smith Machinery Territory Manager Josh Lee (left) and Jimmie Walters, foreman transmission construction, system expansion for Oklahoma Gas & Electric (OG&E®) Services, make sure to social distance as they discuss the Terramac RT9 OG&E® acquired with Lee's assistance. "Any time we have a special need like this, we try to go through them (Lee and Kirby-Smith)," said Walters. "They do a good job of finding something in a timely manner, and they are responsive if we call for maintenance or repairs."

WORK SMARTER WITH TRACK TRUCKS

Tight conditions meant Tarrant Regional Water District had to stockpile materials far away from their trench during pipeline installation. After heavy rains, only rubber tracked machines could finish the job. Tarrant rented several Terramac crawler carriers.

“Dump trucks of any kind were really not an option. We ran the Terramac machines on some really sloppy, nasty ground and they floated right over it. They helped us complete the project on time.”

Mike Weaver

*Pipeline and Right-of-Way
Supervisor*

TARRANT REGIONAL
WATER DISTRICT



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- Digger Derrick/Pole Setter
- Aerial Lift



KEEP HACKERS OUT

Cyberattacks are on the rise, but there are ways to protect your valuable systems and data

Is your business vulnerable to a cyberattack? If you use the internet, it is.

Cyberattacks are attempts to access or damage a computer system. They come in various forms, but the most common are hacking and malware threats. Hacking can be done in several ways and involves criminals gaining unauthorized access to your systems, which allows them to view and change information. Malware (short for “malicious software”) is “designed to cause damage to a single computer, server or computer network,” according to Microsoft. It often “infects” a computer when a user clicks on an unknown link in an email that installs a virus, trojan horse or worm.

Once hackers gain access, they can wreak havoc. Currently, a popular method of attacking systems is through the use of ransomware that encrypts files. Payment is demanded in exchange for the decryption key. The consequences can be significant, as highlighted by the recent \$5 million Colonial Pipeline paid in ransom to the hackers who shut down its pipeline. The ripple effects can spread far beyond the original victim, such as the gas shortages on the East Coast that resulted from the pipeline attack, or the shortage of meat after a similar cyberattack on JBS.

While it could be easy to dismiss these attacks because they happened to large corporations, experts say you

shouldn't. Companies of all sizes are potential targets. Recent data shows that hackers attack a computer in the United States every 39 seconds, and one in four businesses face the risk of a security breach. A release by the Small Business Committee of the U.S. House of Representatives showed that 71% of cyberattacks occur at businesses with fewer than 100 employees.

Stay up to date and back up data

The prospects of your business being hit with a data breach or ransomware are real. However, there are steps you can take to protect it from cyberattacks. Most are basic,

Continued . . .

There are steps you can take to protect your business from cyberattacks. Among the most basic, easy-to-follow practices is keeping anti-virus software updated.



Easy-to-follow practices can protect your business

... continued

easy-to-follow practices such as keeping anti-virus software updated.

"It's not clear yet which of Colonial Pipeline's systems were compromised by hackers. But many ransomware attacks in the past have been deployed against outdated operating systems and legacy applications that don't have the latest security patches and software updates in place," according to a CMIT Solutions article titled "Gas Shortages Highlight the Severity of Ransomware Threat." "Working with a trusted IT (information technology) provider, this process can be automated to run behind the scenes, keeping your computers safe without interrupting your employees' day-to-day work."

You need to be proactive, according to Murray Goldstein, vice president of marketing & sales operations at Cox Business, in the article "4 Ways Small Businesses Can Protect Themselves from Cyber Attacks." Doing so will

help to protect your company against new threats and make sure your infrastructure is secure. Goldstein stated that precautions should include:

- Using a Firewall for your internet connection.
- Installing, using and regularly updating anti-malware, anti-virus and anti-spyware software on every computer in your business.
- Downloading and installing software updates as they become available.
- Securing your workplace Wi-Fi networks within the office and ensuring employees working outside the office are logged in with secure connections.
- Monitoring your systems continuously to detect potential problems.

In addition to staying up to date, it's essential to have data backed up.

A recent article by Mark Rosanes for Insurance Business titled "Ten Ways to Protect Your Business from Cyberattacks" said that data backup is among the most cost-effective ways of making sure information is recovered in an event of a cyber incident or computer issues. Recommendations include using multiple backup methods, such as daily incremental backups to a portable device or cloud storage, as well as end-of-week, quarterly and yearly server backups.

Train your employees

Employees should be trained on how to handle information and on the best practices to prevent cyber risks. They should also know the warning signs of an attack and what to do in the event of one.

"Establish basic security practices and policies for employees, such as requiring strong passwords, and establish appropriate internet use guidelines that detail penalties for violating company cybersecurity policies," says the Federal Communications Commission (FCC). "Establish rules of behavior describing how to handle and protect customer information and other vital data."

If an attack occurs, you can limit the damage, according to the FCC. It recommends immediately changing passwords; scanning and cleaning devices; turning off the device and possibly taking it to a professional to scan and fix; letting the IT department know immediately; and contacting banks, credit card companies and other financial accounts.

"As cybersecurity threats evolve and the general public becomes more aware of ransomware's impact, businesses across North America can leverage this moment to better protect their information and operations," said CMIT Solutions. "However, that can only happen if we take ransomware more seriously." ■

Employees should be trained on how to handle information and on the best practices to prevent cyber risks. They should also know the warning signs of an attack and what to do in the event of one. "Establish rules of behavior describing how to handle and protect customer information and other vital data," said the Federal Communications Commission.



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'CREATING VALUE TOGETHER'

Komatsu continues to shape the future of construction and mining operations as it celebrates its 100th anniversary

One hundred years ago, Komatsu City, Japan, faced a potential crisis with the closure of a nearby copper mine that was a vital source of jobs. Meitaro Takeuchi, an entrepreneur dedicated to advancing educational opportunities and improving mine efficiency, knew there had to be a way to save the livelihoods of the community members who relied on the mine.

In 1917, he established Komatsu Iron Works, a machinery company for maintaining mining equipment. In 1921, Takeuchi and a group of investors founded Komatsu Ltd., which began producing cast steel products, providing new employment to those who had been dependent on the now-depleted mine. The first product, produced in 1924, was a one-cylinder sheet-forming machine.

While Komatsu continues to manufacture industrial presses, over the past 100 years it has expanded its portfolio of products to include forklifts as well as construction and mining equipment. The first machine Komatsu shipped outside of Japan was in 1955, when it sent a motor grader to Argentina. A Komatsu dozer arrived in North America in 1964, marking the company's presence in that market.

Komatsu celebrated its official 100th anniversary on May 13, 2021. Throughout the next year, there will be a series of activities focused on the company's commitment to its new brand promise of "creating value together." That value will be created "through manufacturing and technology innovation to empower a sustainable future where people, businesses and our

planet thrive together," according to Komatsu.

The company added that its core values include:

- **Ambition:** With a 'challenging spirit' and without fear of failure, we innovate and always aspire to do more.
- **Perseverance:** Even when the work is difficult, we remain committed to our promises and reliably carry them through to completion.
- **Collaboration:** Creating value comes from teamwork, inclusion, respect, diversity and a win-win approach to all relationships.
- **Authenticity:** To earn and maintain trust, we always act with sincerity, integrity and honesty, and communicate transparently.

Continual innovation

Back in 1902, prior to founding Komatsu Ltd., Takeuchi was already helping the community and mine employees by taking over operations at the copper mine. He funded projects to mechanize processes and teach new skills to the people. Takeuchi established schools, sent staff overseas to learn the latest techniques, and purchased machines to improve efficiency. He funded and supported a science and engineering department at a university in Tokyo, as well as a local industrial school to significantly advance educational opportunities and options in the rural areas near Komatsu City.

As Takeuchi and his team worked to grow operations, he remained

Continued . . .



Discover more

In 1970, the first Komatsu headquarters in North America was established in San Francisco. Subsequent headquarters were in Atlanta and the Chicago suburbs. The company is now based in the city of Chicago.

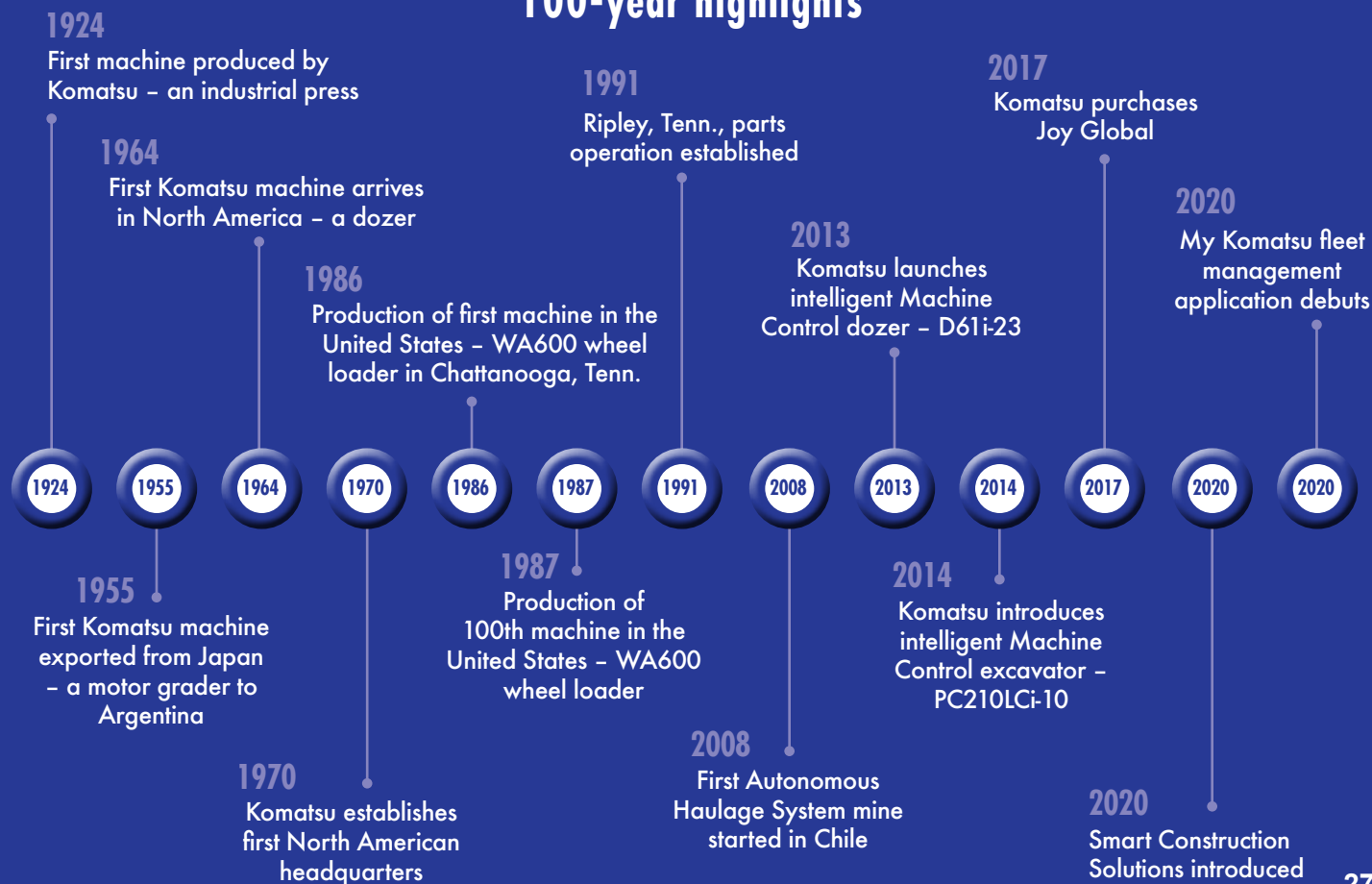
*Komatsu arrives in the U.S.A.
This machine is travelling the
streets of San Francisco*





Komatsu Ltd. was founded in 1921 by Meitaro Takeuchi and a group of investors. Takeuchi was an entrepreneur with a humanitarian vision committed to enhancing the quality of life, developing future generations and growing with society's needs.

100-year highlights



Takeuchi's innovative spirit

... continued

true to his principles: quality first, technology innovation, globalization and the development of people.

“As we expanded around the world, we leveraged the strengths of global production while nurturing local leadership and creating value for the customers we serve, investing in every community and supporting society where we worked. With each challenge faced, Komatsu teams pushed forward together, working to innovate, diversify into new markets and expand globally,” Komatsu’s origin story states.

Takeuchi’s innovative spirit can still be seen today. Komatsu pioneered autonomous technology and has had driverless trucks in mines around the world since 2008, and by July 2020, over 3 billion metric tons had been hauled autonomously. It brought integrated GPS to dozers and excavators with intelligent Machine Control to help operators get to grade faster with less staking and without masts or cables. It introduced complimentary,

scheduled maintenance and tools such as My Komatsu to provide more efficient fleet management. To help customers manage projects from preconstruction to project closeout, increase productivity and efficiency, and digitize the job site, Komatsu is rolling out its suite of Smart Construction solutions.

“In our next 100 years, Komatsu will focus on supporting the mining, construction, forestry, industrial machinery and agriculture industries in their transformations to the digital workplace of the future: equipment and people, connected through smart technologies on an open platform, driving towards zero harm, zero waste and zero emissions. By helping to digitize job sites worldwide, our customers can optimize on-site operations towards a carbon-neutral environment,” the company stated.

Long-term sustainability efforts

Takeuchi’s vision and strong guiding principles stood the test of time. Through the years, Komatsu’s continued investment in core

capabilities and strategic acquisitions have connected smart, diverse people and cutting-edge technologies with a shared belief that partnerships are the best way to solve challenges and meet society’s needs.

“Komatsu’s philosophy is passed down from generation to generation through our principles, strategies, The Komatsu Way and the belief that Corporate Social Responsibility is part of our core business and the value we create,” the company said. “In regions across the globe, Komatsu continues to provide products and solutions which address social needs and give back to communities where we do business by leveraging the skills and the passion of our people. We seek to play an active role in supporting the long-term success of society through sustainable efforts that reach far beyond Komatsu.

“From our founding city to the global community in which we operate today, we know we are stronger when we are creating value together.” ■

Komatsu's collaboration with customers has led to innovative solutions, such as intelligent Machine Control and Smart Construction, that leverage the latest technology to digitize and optimize the job site.





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D39i-24

Small dozers with integrated technology give you the ability to run automatics from grass to grade

Small dozers have generally been considered finish grading machines. They are usually put on job sites to clean up or place the topsoil.

“House pads and sites where space is at a premium have mostly been the applications where you find dozers under 22,000 pounds,” said Jon Jennings, product marketing manager, Komatsu. “They normally have not been viewed as ‘grass to grade’ or high production machines where you are doing everything from stripping to finishing.”

Jennings said that view is evolving with today’s technology.

“If you have a site that involves a large amount of dirt where thousands of yards have to be moved each day, larger dozers are still your best bet,” explained Jennings. “However, smaller dozers equipped with GPS are gaining popularity on medium-sized projects. As the needs for staking and surveying are reduced, there is less need to stop and check grade, so operators can continue to push dirt and be more productive. The ability to do that with a smaller dozer that uses less fuel is a significant advantage.”

It’s even better when the technology is integrated because it further reduces owning and operating costs, according to Jennings.

“Not having to take down and put up masts and cables gives you more production time, and there is a reduced risk of injury,” stated Jennings. “You also don’t have those items getting damaged, so the expense of replacing them is eliminated.”



Jon Jennings,
Product Marketing
Manager, Komatsu

Learns as it works

Komatsu introduced factory-integrated intelligent Machine Control (iMC) GPS on dozers nearly a decade ago. It recently brought iMC 2.0 to market with added technology that enables operators at all skill levels to be even more effective at moving dirt productively and efficiently, according to Jennings.

Among Komatsu’s iMC 2.0 dozers is the 105-horsepower D39i-24, the smallest in the lineup. Like its larger counterparts, it has the same new features, including Proactive Dozing Control that enables operators to cut/strip from existing terrain, regardless of their experience level. The dozer measures the terrain as it tracks over it and uses the data to plan the next pass — improving productivity by up to 60%, compared to previous models.

Continued . . .

Quick Specs

Model	Net Horsepower	Operating Weight	Blade Capacity
D39EXi-24	105 hp	21,848 lb	2.89 cu yd
D39PXi-24	105 hp	22,774 lb	2.89 cu yd



Discover more

New technology, such as Proactive Dozing Control, combined with integrated intelligent Machine Control allows automatic grade control from rough cut to finish grade on a wide range of job sites. “The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation,” said Jon Jennings, product marketing manager, Komatsu.

'D39i-24 offers greater versatility'

... continued

"The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation," said Jennings. "Proactive Dozing Control decides on the action — such as whether to cut and carry material, spread or fill that material, or whether it should finish grade."

Additional new technology features include:

- Lift layer control, which optimizes earthwork productivity with the press of a button. Time savings are realized because each layer is precise, reducing or eliminating the need for rework for over or under compaction.
- Tilt steering control that automatically tilts the blade to maintain straight travel during rough dozing and reduces

operator steering input by up to 80%.

- Quick surface creation that lets operators create a temporary design surface with the press of a button. Combined with other iMC 2.0 functions, crews can begin stripping or spreading using automated input, while waiting for the finish grade model.
- iMC 2.0 models with dual antennas and added satellite systems to improve satellite coverage, which gives operators the ability to work in more challenging areas, such as near woods or on urban job sites.

"The D39i-24 offers greater versatility, and the new technology opens up a lot of possibilities for all types of businesses," said Jennings. "It can be the biggest machine a

contractor needs, or it can be a scalpel on a larger job site. For instance, a small homebuilder could use it to level house pads, or a landscaper can build a pond or create a unique surface. A large site work company may backfill curbs or build a drainage ditch with it, while it utilizes a bigger dozer for mass cut/fill operations.

"The possibilities are extensive, and as an added bonus, its size allows for transport on a tag trailer behind a dump truck, so it would be a great tool for those just starting their own business, who want to be highly competitive and productive right away," Jennings added. "There are some additional upgrades as well, such as LED lights and Bluetooth. We encourage anyone looking for a small dozer with the ability to be more than a finish grading machine to contact their distributor for a demonstration or more information." ■

New technology features combined with iMC 2.0 give operators of small dozers the ability to do more with one machine. "The D39i-24 offers greater versatility," said Jon Jennings, product marketing manager, Komatsu. "It can be the biggest machine a contractor needs, or it can be a scalpel on a larger job site. The possibilities are extensive."



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Are you looking for an excavator that provides high production when working in tight quarters?

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Jonathan Tolomeo,
Product Manager,
Komatsu

“There are situations where hand digging is the only option, but in most instances, there is a tight tail swing or compact excavator that fits on the job site and allows you to get the production you need to stay on schedule and remain profitable,” said Jonathan Tolomeo, product manager, Komatsu. “For that reason, they have become increasingly popular on sites where space is at a premium.”

Tolomeo added that there are a large number of tight tail swing and compact excavators in the marketplace. Careful consideration should be given when choosing one.

“The right tool makes all the difference, because if you purchase or rent a machine that’s too big, too small, doesn’t dig deep enough or in any other way misses the mark, production suffers, and you will be more than disappointed,” Tolomeo emphasized. “You should factor in what types of jobs you are doing the most, how often you will use the machine and what the transportation needs are, among other things. Demonstrations can be very helpful in ensuring you have the right fit.”

Increased productivity and availability

For landscaping and small utility jobs — especially where lower ground pressure is a consideration — Tolomeo suggests a mid-sized compact excavator, such as Komatsu’s new PC78US-11. It is an ultra short (US) tail excavator

with a rounded cab design that allows it to swing within the same swing radius as the counterweight.

According to Tolomeo, the PC78US-11 features a new high-output engine that boosts production, improves efficiency and reduces noise, compared to the previous model it replaced. Leveling work speed, hoist swing, lift rate and hydraulic flow to attachments all increased. Hydraulic pressure and flow can be set from the cab, further increasing productivity.

Tolomeo added that you can also expand versatility with attachments such as hammers and grapples. “The PC78US-11 has the standard two-way auxiliary hydraulic control and a dual-stage relief valve; simply add the optional thumb mounting bracket

and you are ready to run practically any tool in the industry. That increases availability with additional applications, as well as potentially better profitability and return on investment.”

Supplementary upgrades include an improved blade design that better rolls material for more efficient dozing and backfill work. Larger service doors and centralized ground-level access to filters located within a common area reduces service downtime.

“The PC78US-11 has a long list of enhancements, improvements and upgrades. You can haul it behind a dump truck or large pickup with a tag trailer for easy transport,” Tolomeo pointed out. “We encourage anyone who is looking for a productive compact excavator that increases versatility to contact their distributor for a demonstration.” ■

Quick Specs

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC78US-11	67.9 hp	17,439-17,813 lb	.11-.26 cu yd

The new PC78US-11 has a rounded cab design that allows it to swing within the same swing radius as the counterweight. It features a new high-output engine that boosts production, improves efficiency and reduces noise, compared to the previous model.





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55-Ton Capacity, 102' Boom, Auxiliary Hoist, Peterbilt 367



2007 Grove GMK512B
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GR07638X 3,765 hrs. / 251,615 KM
Max CW & Jib, Aux Hoist

Year	Make	Model	Stock #	Description	Price	Hours
2001	GROVE	GMK5120B	GR01294X	135,380 KM, 80 Ton, Aux Hoist	\$195,000	5,951 hrs.
2011	NATIONAL CRANE	NBT45103	NC11565	87,326 KM, 45-Ton Capacity, 103' Boom, Auxiliary Hoist, Peterbilt 367	\$249,000	5,735 hrs.
2011	NATIONAL CRANE	NBT50102	NC11567	87,064 KM, 50-Ton Capacity, 102' Boom, Auxiliary Hoist, Peterbilt 367	\$269,000	6,997 hrs.
2013	NATIONAL CRANE	NBT1460	CON711	70,000 KM, 14-Ton Capacity, 24-60' full boom, F-750 Chassis	\$110,000	2,500 hrs.

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DELIVERING FOR CUSTOMERS

Manitowoc's 165-ton MLC150-1 meets crane users' desire for a maneuverable crawler with a strong load chart

Customers were looking for a compact, maneuverable crawler crane with a strong load chart that's easy transport. Manitowoc answered the call, building on its popular MLC100-1 model with the 165-ton MLC150-1.



Rickey Bailey,
Vice President,
Crane Division

"A big component of 'The Manitowoc Way' is listening to exactly what our customers need and want in their cranes," said Brennan Seeliger, product manager at Manitowoc Cranes, upon the MLC150-1's introduction. "We had great feedback on the MLC100-1, so we based the new MLC150-1 on that model but boosted the capacity."

The MLC150-1 features a maximum boom length of 256 feet. A fixed jib of 80 feet with a 29.5-ton capacity is available, and a 170-foot luffing jib with a capacity of 50.2 tons is another strong option.

Quicker assembly, easy transport

The new crane features quicker assembly than previous models. The boom butt mounted sheave enables self-assembly without the boom top. It has button-style rope termination, and a gantry-raised counterweight reduces components. The boom cap, jib butt and struts ship as a single package for fewer connections.

The MLC150-1 is also easier to transport. An increased hook height enables self-assembly with various trailer heights, and the crane is designed to be transported with minimal permitted loads.

Operators will particularly enjoy using Manitowoc's Crane Control System (CCS), which can be found across Manitowoc's crane ranges and provides commonality in operation and maintenance. CCS offers a user-friendly interface, two full graphic displays and

jog dial. Operators no longer need to stretch for controls to complete operations because everything is within reach. Additionally, the left side console rotates for improved egress inside the cab.

"Users will really like the upgrades to the cab in the MLC150-1," Seeliger said. "While this crane has great capacity and reach for the 150-ton class, improved transport and erection efficiencies are always something users like to see." ■

"It's great to see Manitowoc continue the MLC100-1 successes with the MLC150-1. Crane Control System, strong capacities and all of the other improvements in transport, assembly and performance. The MLC150-1 will impress all the way around."
—Rickey Bailey

Manitowoc's 165-ton MLC150-1 has a maximum boom length of 256 feet. It is quicker to assemble and easier to transport than previous crawler crane models.



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PROFITABLE PLANNING

Customers get more life out of their large machines with new, remanufactured components

Large off-road machinery frames generally last 40,000 to 60,000 hours or more, depending on use and the conditions and materials they deal with on a daily basis. The life of most of their components are typically about half as long, according to Kirby-Smith Machinery Inc. Business Development Manager Kevin Chastain.

"That means a component rebuild is usually done somewhere around 20,000 hours," said Chastain. "The advantages are that the customer gets a 'like new' machine from a components standpoint at a fraction of the cost of actually purchasing a new machine. We recently completed a component rebuild on a Komatsu HD605-7E0 for a quarry customer at our Oklahoma City shop. It was almost at the 20,000-hour mark. As with previous rebuilds we have done, the process started with good planning."

Personnel from Kirby-Smith and the customer collaborated on what needed replaced. They determined that the engine, torque flow assembly (transmission and torque converter), and all hydraulic pumps should be replaced with Komatsu Reman components. Final drives and differentials received new bearings and seals.

"We gave the customer a menu of items based on all components, including ancillary items such as hoses and wiring harnesses," Chastain explained. "We also reviewed the truck's history using Komtrax, oil sample reports and repairs. In addition, we discussed the customer's budget and expected life after rebuild."

Lead time for planning

Chastain noted that planning started four months in advance, which is the ideal minimum time needed before starting a rebuild. "That lead time allows us to order the necessary items and stage them by segment prior to the machine's arrival. It makes the process smooth right from the start and reduces the overall rebuild time. It also lets us use Komatsu's Firm Future Order program, which guarantees parts availability at a set price, with some conditions, when it's time for the rebuild. That's great for budgeting."

When the truck arrived, Kirby-Smith technicians removed most of its components before thoroughly cleaning the truck, then returned it to the shop for final disassembly. In total, the rebuild took about four weeks. Parts and labor are guaranteed for one year.

"The goal is to maintain reliability and availability as these machines get older," said Chastain. "Typically, frames are still in great shape at the time we do the component rebuild, so this is a great way to achieve that goal. We encourage anyone looking for a cost-effective way to extend the life of their machines to contact us about any type of rebuild." ■

To see a time-lapse of the rebuild of this HD605-7E0, scan the QR Code or visit KirbySmithConnection.com.

Discover more at
KirbySmithConnection.com



► VIDEO

Kirby-Smith Machinery Inc. service personnel recently completed a component rebuild on this Komatsu HD605-7E0 truck with about 20,000 hours. The engine, torque flow assembly and all hydraulic pumps were replaced with Komatsu Reman components. "The advantages are that the customer gets a 'like new' machine from a components standpoint at a fraction of the cost of actually purchasing a new machine," said Kirby-Smith Business Development Manager Kevin Chastain.





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PAVING CORNER

Texas Asphalt Pavement Association's 46th Annual Meeting broke attendance and fundraising records

The Texas Asphalt Pavement Association (TXAPA) recently held its 46th Annual Meeting at the Hyatt Regency Hill Country Resort in San Antonio. This year's president, Craig Odom of Reece Albert Inc., presided over the proceedings along with Harold Mullen, TXAPA's executive vice president and director. After a year's hiatus, this year's meeting was one for the record books with 520 industry members and Texas Department of Transportation (TxDOT) personnel in attendance for the three-day affair. In addition, the association raised a staggering \$608,000 for the TXAPA Scholarship Fund, most of which came via the live auction held on the evening of Sept. 23.

The days were filled with technical sessions and discussions on how to improve asphalt designs, as well as

the overall health and direction of the industry. My takeaway from the meeting is that there is a great deal of optimism in the industry, and the outlook for large tonnages being let by TxDOT and smaller governmental agencies will continue to grow. This optimism exists despite the universal concerns over supply line issues and some creeping inflation in the industry. Even though the work of the meeting is serious in nature, there is always time for the fellowship during the meeting, especially during the golf and clay shooting events. In short, it was good to be back together.

Even with much optimism throughout the week, the mood was somber when membership paused to recognize the passing of two of our most accomplished members, Kelly Durham of Performance

Equipment Service and Eric Johnson of Austin Bridge & Road. Both men were eulogized and recognized posthumously with awards for their great service to the association. These fine gentlemen were each a friend to all and stalwarts of the industry who will be greatly missed.

The TXAPA Annual Meeting is the cornerstone of the association's calendar and bears witness to the great friendships that are formed in our business. I personally have formed many treasured friendships over the years at these meetings, as well as during my other work with TXAPA. Moving into another calendar year, Kirby-Smith Machinery will continue to make our presence felt through our participation and support of TXAPA and its good work. ■



(L-R) Kirby-Smith's Vern Gunderson, vice president of road construction & minerals, and Gary Corley, key account product specialist, attended the Texas Asphalt Pavement Association's 46th Annual Meeting. There were 520 attendees, and the association raised \$608,000 for the TXAPA Scholarship Fund.

FACES OF KIRBY-SMITH MACHINERY

Kirby-Smith selects Mike Kunin as vice president of national accounts

Following the promotion of John Arapidis to president and CEO of Kirby-Smith Machinery Inc. (KSM), Mike Kunin has been named the vice president of national accounts, taking over Arapidis' previous role.

Kunin will be responsible for the management and continued development of long-term strategic partnerships between KSM and its national account customers. He brings a wealth of experience and established customer relationships to the position, having held several key roles at Komatsu America Corp. over the last 21 years, including parts sales, construction and support equipment, and most recently as business director for the Central Region. He

will be located at KSM's Oklahoma City headquarters.

"Mike is a natural fit for this position," said Jeff Weller, executive vice president and chief operating officer for KSM. "His experience as a leader, along with his account-development and project management skills, outstanding communication, and keen attention-to-detail will all pay immediate dividends. We feel very fortunate that Mike will be bringing his talents and passion for excellence to our company."

In working with KSM through Komatsu, Kunin had been drawn to the distributor's customer-focused culture.

"For years, I have witnessed first-hand how Kirby-Smith takes care of their

customers. It's a privilege to now be part of it, and I am excited for the opportunity to move to Oklahoma City and join the Kirby-Smith family." ■



Mike Kunin, Vice President of National Accounts



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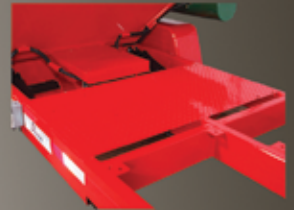
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FACES OF KIRBY-SMITH MACHINERY

Lead Parts Counter Sales Associate Ryan Harrison enjoys the 'due diligence' it takes to ensure customers' parts needs are met

Ryan Harrison likes finding solutions to customers' needs. He says the ability to do that often lies in asking questions.

"It's crucial to understand what customers are looking for and how it will be used with their machine," said Harrison, a lead parts counter sales associate. "The right part makes a huge difference in performance and production. For instance, if someone is looking for a replacement bucket, you need to know what materials they are digging in, how wide, what type of machine. Due diligence is essential."

Harrison has been working for Kirby-Smith Machinery Inc. at its Oklahoma City branch's Parts Department for about eight years. He started in the warehouse pulling and shipping parts and worked his way into sales.

"Each call and situation are unique — from selling a complete engine, to troubleshooting an electrical problem, to something as simple as finding filters," said Harrison. "Even if I can't resolve their request directly, I can point them in the right direction to someone who can — like our service or sales departments. They, in turn, refer customers to me. It's great to be a part of a team that's dedicated to customer satisfaction."

Harrison recalled a situation where that teamwork really paid off. "One of our product support reps called about a mining customer who was shut down because they had a machine with a broken window. The manufacturer did not have one in stock, so we researched further and found a compatible one



Ryan Harrison,
Lead Parts Counter
Sales Associate

that was acceptable to the manufacturer. We had them back up and running in less than 24 hours."

'Strayed' from the path

Growing up, Harrison never saw himself in a parts sales role for the heavy equipment industry. He had something much different in mind.

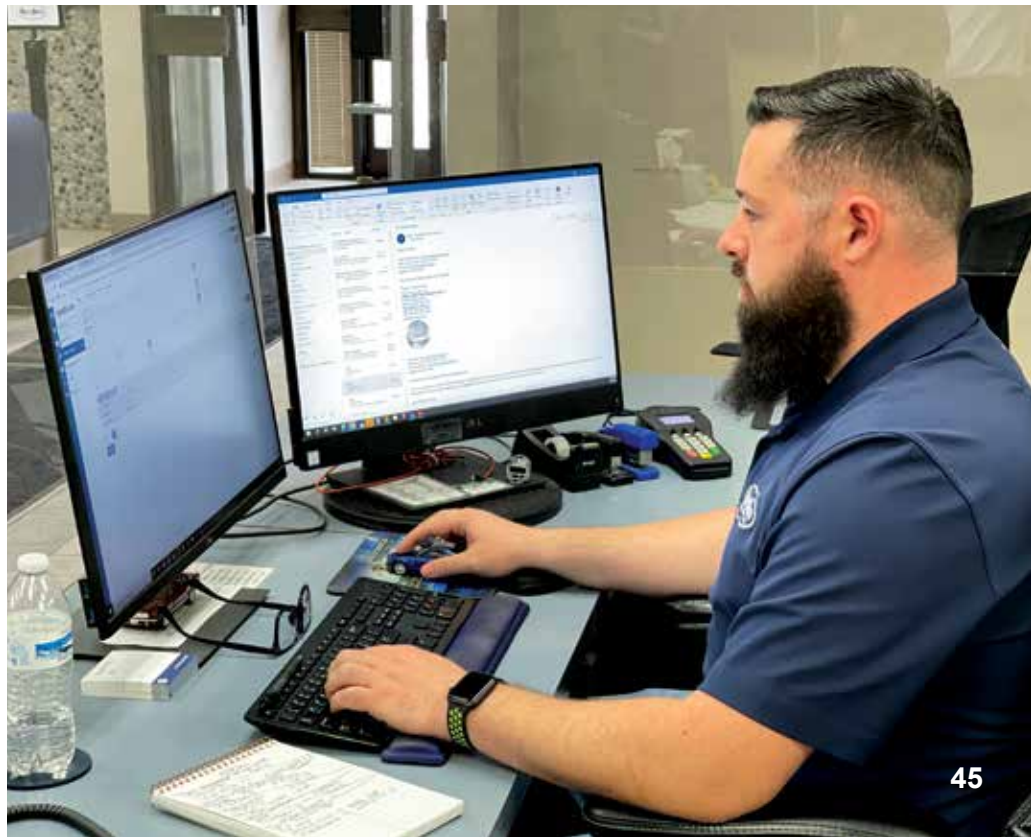
"I wanted to be a veterinarian until I worked at a vet clinic and quickly realized that I didn't like cats," he stated, adding with a pun and a laugh, "You could say I strayed from that path. I moved around for a while trying different things such as selling cars. I took a warehouse role for another company. That gave me experience I could apply to my roles here."

Harrison found his way to Kirby-Smith thanks to the advice of a family member and an acquaintance who worked for the company.

"They highly recommended I check it out," he said. "The ability to move up in the company really appealed to me, and I'm trying to pay it forward by recruiting other people. If you work hard and are willing to learn, Kirby-Smith will give you the tools and training to help you achieve bigger and better things. I came here thinking I had a job and saw an opportunity for a career. I hope to retire from Kirby-Smith someday."

Until that happens, Harrison will keep running the company's annual fantasy football league as its commissioner. He also enjoys all things related to cars and motorcycles. ■

Ryan Harrison, lead parts counter sales associate at Kirby-Smith Machinery's Oklahoma City branch, looks up parts for a customer order. "It's crucial to understand what they are looking for and how it will be used with their machine," said Harrison. "Due diligence is essential."



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FACES OF KIRBY-SMITH MACHINERY

Bo Rogers' curiosity for how things function leads to a long career as a crane technician that 'never feels like work'

Bo Rogers has always had an inquisitive mind. He admits that it sometimes got him in a little trouble growing up.

"As a kid, I had to know how things worked, so I took them apart — often things I should not have," Rogers recalled. "It started with clocks, and they ended up in heaps because I didn't know how to put them back together. My dad got me a set of encyclopedias about how things work and told me to start reading. I eventually figured out how to put things back, so they functioned again."

As time went by, Rogers moved up to working on radios, bicycles, lawnmowers and cars. After graduating high school, he attended Universal Technical Institute in Houston where he graduated at the top of his class and received an associate degree in automotive and diesel technology. He immediately put his skills to work as an auto mechanic.

"In the mid-1990s, I could see that technology was advancing in the auto world. I also realized that the equipment industry was lagging behind, but technology was the future," Rogers said. "I got excited about the possibilities, so I switched gears. Because I had a good understanding of hydraulics and could read schematics, I homed in on becoming a crane technician."

Nearly every perspective

For the past 10 years, Rogers has been a crane technician at Kirby-Smith Machinery Inc.'s Oklahoma City branch. Previously, he worked for another heavy equipment dealer, a crane and rigging company, and had his own business working on heavy equipment.



Bo Rogers,
Crane Technician

"I understand the industry from nearly every perspective," said Rogers. "What I like about being a crane tech is knowing that I'm making a difference. Most times when I go out on a call it's because the customer is down, and it's my job to provide a solution that makes their day better. That's a great feeling. I often tell my three kids about my day and impress upon them that when you love what you do, it never feels like work."

Rogers also enjoys the camaraderie at Kirby-Smith, as well as the support he receives from the company. "I have a lot of good friends here. We like to do things together outside of work. It's like

a brotherhood or family, and we all care about each other."

He added, "As a company, Kirby-Smith provides great support with training and tooling, so we are up to date and can perform with the most advanced knowledge available. Management is willing to make the investments to ensure we have what we need to keep customer downtime to a minimum."

Rogers enjoys pursuing his other passions, too. He has a 1985 Jeep Grand Wagoneer that he put a 440 engine in several years ago, so he could race it. He has a Technician Class radio operator license, is learning how to be a storm chaser, and does one-line drawings. ■

Crane Technician Bo Rogers uses a laptop to check a crane's status as part of his diagnosis into the machine. "What I like about being a crane tech is knowing that I'm making a difference," said Rogers. "Most times when I go out on a call it's because the customer is down, and it's my job to provide a solution that makes their day better. That's a great feeling. I often tell my three kids about my day and impress upon them that when you love what you do, it never feels like work."





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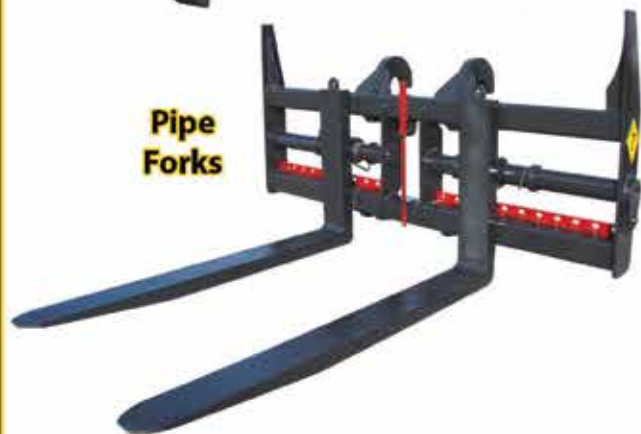
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- Also, take advantage of 100% Bonus Depreciation (UNLIMITED) when you buy either new or used machines for your business
- Equipment must be purchased and placed into service by 12/31/2021

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254.261.1370	405.495.7820	918.438.1700	918.310.1550	913.850.6300	314.729.0125

More details on Section 179:

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

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

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

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

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Year/Make/Model	Stock #	Hrs.	Price
2015 GROVE GMK5275	GR15019	5,076	\$1,195,000
2005 GROVE GMK5120B	GR05488X	16,373	\$349,000
2001 GROVE GMK5120B	GR01294X	15,851	\$195,000
2004 GROVE GMK5240	GR04445X	n/a	\$585,000

EXCAVATORS

2019 KOMATSU PC210LC-11	K19356X	1,311	Call for Pricing
2014 KOMATSU PC138USLC-10	KM14175X	3,600	\$107,500
2016 KOMATSU PC170LC-10	KM16229X	4,156	\$99,500
2017 KOMATSU PC138USLC-11	KM17143X	3,300	\$137,500
2018 KOMATSU PC210LC-11	KM18633X	3,500	\$139,500
2011 KOMATSU PC200LC-8 with drill	KM11901X	11,862	\$112,750
2018 KOMATSU PC240LC-11	KM18540M	1,411	\$174,500
2017 KOMATSU PC290LC-11	KM17411M	3,300	\$199,500
2017 KOMATSU PC360LC-11	KM17611X	4,450	\$169,500
2019 KOMATSU PC360LCi-11	K191040X	2,700	\$339,400
2012 KOMATSU PC88MR-8	KM12603X	10,197	\$39,500
2012 KOMATSU PC490LC-10	KM12086X	6,552	\$169,500
2017 KOMATSU PC490LC-11	KM17685X	4,122	\$297,500
2017 GEHL Z45	GH17001X	600	\$49,750
2002 DEERE 200C LC	JD02002X	5,653	\$59,500
2015 DEERE 210G	JD15003X	n/a	\$57,500
2013 CATERPILLAR 312E	CT13014X	2,189	\$89,500
2015 CATERPILLAR 336FL	CT17010X	6,800	\$139,750
2010 CATERPILLAR 336D	CT10779X	11,112	\$69,500
2008 CATERPILLAR 365CL	CT08011X	19,725	\$89,500
2018 VOLVO ECR235EL	ZZ18025X	1,700	\$149,500

TRUCKS

2015 KOMATSU HM400-5	KM15268M	10,500	\$459,500
1997 CATERPILLAR 777D	CT97001X	36,600	\$156,350
2017 TERRAMAC RT-9	TM17030M	630	\$169,500

BACKHOE

2017 JOHN DEERE 310LEP	JD17003J	1,924	\$69,500
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CRUSHING & SCREENING

2013 SPYDER SCREEN 516T	ZZ13029X	1,500	\$129,500
2014 KLEEMANN MS19 Z	KL14004M	4,000	\$199,750
2017 KLEEMANN MR130 ZI EVO2	KL17014U	1,658	\$839,500

ROLLERS

2017 HAMM H12IP	HA17040M	1,536	\$127,500
2015 HAMM HD+ 140i VV HF	HA15001	3,550	\$79,400

WHEEL LOADERS

Year/Make/Model	Stock #	Hrs.	Price
2014 KOMATSU WA320-7	KM14086X	10,694	\$69,500
2013 KOMATSU WA200-6	KM13109X	10,149	\$49,500
2013 KOMATSU WA250-6	KM13048X	12,663	Call for Pricing
2016 KOMATSU WA470-8	KM16433X	7,505	\$143,500
2011 KOMATSU WA500-6	KM11843X	13,910	\$89,500
2016 CATERPILLAR 966M	CT16007X	8,735	\$157,250
2016 CATERPILLAR 980M	CT16002X	9,826	\$187,250
2017 DEERE 644K	JD17003X	7,109	\$109,250

CRAWLER DOZERS

1996 KOMATSU D41A	KM96538X	4,367	\$39,500
2014 KOMATSU D39PX-23	KM14199X	2,972	\$117,500
2017 KOMATSU D39PX-24	KM17308X	3,000	\$99,500
2017 KOMATSU D61EX-24	KM17951U	1,341	\$219,500
2014 KOMATSU D51EX-22	K14917XX	2,400	\$139,500
2017 KOMATSU D85EX-18	KM17443M	4,400	\$299,850
2018 KOMATSU D61PXi-24	KM18450X	3,150	\$299,750
2018 KOMATSU D65EX-18	KM18352X	3,500	\$209,500
2013 KOMATSU D65EX-17	KM13113X	5,669	\$129,150
2017 KOMATSU D65PX-18	KM17657M	4,800	\$169,750
2017 KOMATSU D85EX-18	KM16519M	2,090	\$399,500
2012 KOMATSU D375A-6	KM12476M	11,500	\$399,450
2017 KOMATSU D155AX-8	KM17627	1,600	\$459,500
2014 CATERPILLAR D6T XW	CT14025X	2,540	\$219,750

SKIDSTEERS

2018 TAKEUCHI TL12V2	TL18015	4,300	\$37,250
2015 TAKEUCHI TL12	TL15005X	2,374	\$49,500
2018 TAKEUCHI TL12R2	TL18155X	1,981	Call for Pricing

PAVING & COMPACTION

2014 LEEBOY 8510C	LB14006X	2,219	\$79,500
2017 HAMM H 12i P	HA17040M	1,536	\$127,500
2015 VÖGELE 5200-2i	V015002X	4,800	\$89,500
2015 WIRTGEN WR 200 XLi	WR15003M	1,925	\$297,500
2015 WIRTGEN WR 200 XLi	WR15018	1,950	\$347,250
2010 WIRTGEN W210	WR10020X	n/a	Call for Pricing
2015 ROSCO RA500	RS15007	215	\$207,500
1996 BOMAG MPH100R	BG96024X	4,745	\$29,500

MOTOR GRADERS

2008 KOMATSU GD655-3EO	KM08012M	6,200	\$99,750
2009 CATERPILLAR 140M	CT0916X	12,794	\$93,650
2011 CATERPILLAR 140M VHP PLUS	CT11025X	5,764	\$154,350
1995 DRESSER 830	IH95001X	3,000	\$34,500



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



2010 CATERPILLAR 336D, CT10779X, 11,112 hrs., \$69,500



2018 KOMATSU PC210LC-11, KM18633X, 3,500 hrs., \$139,500



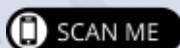
2005 GROVE GMK5120B, GR05488X, 16,373 hrs., \$349,000



2015 WIRTGEN WR 200 XLi, WR15018, 1,950 hrs., \$347,250



2015 ROSCO RA500, RS15007, 215 hrs., \$207,500



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