



Connection

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

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Digby Construction LLC

West Texas contractor offers complete sitework to a wide range of customers

Billy Digby,
owner

KOMATSU

MESSAGE FROM THE PRESIDENT



John Arapidis

Dear Valued Customer:

We all know that high fuel prices can negatively affect profitability, but there are ways to combat those costs. On page 12, we provide some helpful tips on how to reduce fuel usage.

Technology can help play a role in lowering overall costs, from fuel to moving materials. In this issue, you can read about how Digby Construction utilizes Smart Construction machines such as the Komatsu D65EXi-18 intelligent Machine Control (iMC) dozers that helped cut their pad creation time in half. These dozers have not only sped up site construction but lowered the company's owning and operating costs.

Komatsu recently introduced its latest Smart Construction solution: Smart Construction Retrofit. This indicate-only system works well with excavators that are not already equipped with GPS, allowing you to reap the benefits of grade control, such as reduced staking, surveying and over-digging. Retrofit is an excellent way to upgrade your existing excavators, and we have an article covering its many benefits on page 19.

If you are considering Komatsu Smart Construction solutions for your business, read the informative article on how to choose the right ones to maximize your productivity. On page 32, there is an article on how to use the new ISO standard, which allows you to track your competitive machines through My Komatsu. I think you will find both beneficial.

Finally, I hope you will take a second to read the article in our new "Ask the PSSR" section, where Jordan Washam covers the fleet management benefits My Komatsu provides for customers. Instant, up-to-date information about equipment performance and health allows fleet managers to make smart decisions quickly to positively affect the bottom line. As Jordan will share, it is easy to get started on My Komatsu, and if you are not currently utilizing it, or want to ensure you are getting the most out of it, your dedicated PSSR can be a tremendous resource to your goals.

As always, if there is anything we can do for you, please feel free to contact one of our branch locations.

Sincerely,

A handwritten signature in dark ink, appearing to read "John Arapidis", written over a light blue background.

John Arapidis
President & CEO, Kirby-Smith Machinery Inc.



Connection

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Take a look at KirbyUsed.com, KSM's new used equipment website.

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DIGBY CONSTRUCTION LLC

West Texas contractor grew up wanting to move dirt, now offers complete sitework to a wide range of customers

Billy Digby has always loved equipment and playing in the dirt. He views construction as an art form.

"It's the concept of taking nothing and making it into something," stated Digby. "It's in my veins, and I couldn't really see myself doing anything else. I spent about 10 years as a general manager for another company then decided to go out on my own. Even though we have grown quite a bit during the past few years, I'm still very hands-on. I'm not a sit-behind-the-desk kind of guy. I never have been and never will be. I just can't do it."

In 2010, Digby formed Digby Construction LLC with a backhoe, two



Billy Digby,
owner

pickups and a small crew. Early projects were focused on laying pipeline for a gas contractor.

"I had the mentality that we would do whatever it took to make it work — still do," Digby said. "I always say that I'll get a mop and a broom and clean your floors if we need to in order to stay busy. Fortunately, it's never come to that. We proved early on that we could get work done, and word spread. That helped us grow and take on bigger jobs."

A big transition

During the past few years, Digby Construction has transitioned into a more earthwork-focused operation. Its main offering today is site construction for energy companies

in West Texas. Based in Hermleigh, Texas, Digby Construction has approximately 35 employees and provides everything from clearing to finish grade for pads, as well as building roads to those locations.

"We pretty much got away from pipelining, although we do still offer it," explained Digby. "We also do a little roustabout work, but moving dirt is where it's at for us. There is plenty of work in this area, so we stay busy serving a sizable number of repeat clients. A typical project takes us a few days from start to finish, and we have them lined up to do one right after the next."

"The other nice thing about that is that we don't have to travel too far," Digby added. "When we first started, our projects were mostly around Tyler (a city in eastern Texas). That was a long way from home, which can take a toll. I've been fortunate that a lot of my guys stayed with me, which I see as a big advantage because they have a lot of knowledge and skill to get jobs done on time and on budget."

Building with intelligence

Technology has played an increasing role in Digby Construction's processes, and about two years ago, it added a couple of Komatsu D65EXi-18 intelligent Machine Control (iMC) dozers with integrated GPS grade control to its fleet. Plus, the company recently purchased a Komatsu GD655 motor grader equipped with an aftermarket Topcon GPS system.

"We demoed the first intelligent dozer," recalled Digby. "An average pad would take around 10 days, but with that machine, the time was cut in half. Obviously, that was a game changer for us because the profit margin went up. Now, we visit a site, take some shots and build a model.

Casey Settle, general manager of Digby Construction, blades rock with a Komatsu GD655 motor grader equipped with a Topcon GPS system. "The motor grader has further helped with savings," said Settle. "Our operators like the visibility because they can easily see the blade edges, which makes them more confident and more effective."





► VIDEO

Digby Construction added a couple of Komatsu D65EXi-18 intelligent Machine Control (iMC) dozers about two years ago. “An average pad would take around 10 days, but with that machine, the time was cut in half,” said Billy Digby, owner of Digby Construction. “Obviously, that was a game changer for us because the profit margin went up. Now, we visit a site, take some shots and build a model. That gets plugged into the dozers and grader, and we go from there.”

That gets plugged into the dozers and grader, and we go from there.”

Several Kirby-Smith Machinery Inc. (KSM) employees — including Service Support Manager Rebecca McNatt, Grade Control Specialist/Smart Construction Consultant Eddie Garcia, and Territory Manager Jerrod Ellison — helped Digby Construction purchase and set up the machines. Ellison also assisted with the acquisition of a Komatsu PC210LC-11 excavator, a Komatsu WA320-8 wheel loader, a Ledwell water truck, and a couple of HAMM rollers.

“Jerrod and Kirby made sure that we had the right machines to match our needs, as well as ensured that we understood how to use the intelligence to our advantage,” said Casey Settle, general manager of

Digby Construction. “Kirby provides outstanding support too. If we have any questions, they are right there to help. We work in the remote locations, so it’s essential to have dependable machines that don’t break down. Staying up to date with scheduled maintenance plays a big role in that, and Kirby-Smith takes care of that on our new Komatsu machines with Komatsu Care. They track them, contact us when services are due, and get them done. It’s become a great partnership for us.”

Settle said the dozers and motor grader have not only sped up site construction but lowered the



Casey Settle,
general manager

company’s owning and operating costs.

“We engineer the site as far as grade and how it drains. After we clear, we put the iMC dozers to work roughing in the location, building pits, putting the pad to grade, and laying the base material,” explained Settle. “Once we download the site plan

to the machine and do a quick calibration, it’s a matter of letting the machines do the work. They know where they are in relation to



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Continued . . .

Confident, effective operators

... continued

final grade at all times and are highly accurate, so there is no guesswork or a need for a grade checker. Our time, material and fuel cost savings have been significant.

"The motor grader has further helped with savings," Settle added. "We wanted one to get us that little

extra tolerance, and it's certainly done that. Our operators like the visibility because they can easily see the blade edges, which makes them more confident and more effective."

Multiple markets

While Digby Construction prefers oil- and gas-related projects, it's

not exclusive to that industry. The company builds terraces for farmers and ranchers, does residential and commercial site construction, and has done roadwork on some Department of Transportation (DOT) projects.

"The intelligent technology helps in those instances too," said Digby. "It's great for working on slopes and terraces, so it has applications in everything we do. I can see us adding more of those machines going forward."

Digby also sees the potential for the next generation to possibly take over Digby Construction someday. His son Stetson recently joined the business full time.

"The nice thing about having a dad with all this equipment is you get to play on it growing up, so he already has experience," Digby said. "He started out just like everyone else — at the bottom. Eventually, he will learn all aspects, including estimating and bidding. Maybe one day he will run it, and I can sit back and watch." ■



(L-R) Billy Digby, owner of Digby Construction; Jerrod Ellison, KSM territory manager; and Casey Settle, Digby Construction general manager, check Komtrax data. "Jerrod and Kirby made sure that we had the right machines to match our needs, as well as ensured that we understood how to use the intelligence to our advantage," said Settle. "Kirby provides outstanding support too. If we have any questions, they are right there to help."

Operator Chris McClure pushes dirt with a Komatsu D65EXi-18 iMC dozer on a job site near Hermleigh, Texas. "It has good power for making cuts, and the GPS makes the grade uniform all the way across," said McClure. "I am definitely doing jobs faster. You don't have to get out and shoot it with another transit or a laser and take shots. You trust the machine. I just plug the plans in, do a quick calibration, and get to work. It takes the guesswork out."





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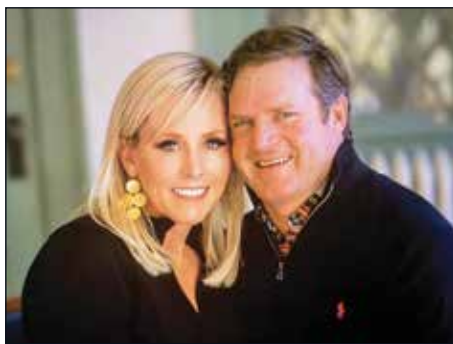
LOCKHART EXCAVATION LLC

Utility contractor focuses on big projects, delivering quality results for customers in Texas

Brice Lockhart doesn't necessarily believe in the adage "bigger is not always better."

"We like jobs that involve really big pipe, especially ones with large quantities that need to be put in the ground," said Lockhart, who owns and operates Lockhart Excavation LLC in Austin, Texas, with his wife, Melanie. "We've laid an up to 72-inch water line, and we did a 30-mile, 24-inch water line in Hutto years ago. They are not always as big as those, but for the most part our jobs are sizable. We strive for those."

Lockhart added that experience plays a big role in Lockhart Excavation's ability to complete such undertakings on time and on budget. He has been putting pipe in



Melanie Lockhart, vice president
Brice Lockhart, owner/president

the ground for nearly 30 years, and the majority of his staff has a similar level of expertise.

"I started doing utility work in 1994, and spent 20 years working for another

contractor," recalled Lockhart. "When it went out of business, I started Lockhart Excavation. October will be our eighth year in business. Several of the guys on staff worked with me in the past — probably 80% of them. I give them a lot of credit for our success. They just know how to get the job done."

Lockhart Excavation started as an eight-man crew, and within the first year, Lockhart added three more crews to meet growing demand.

After a period where "things leveled out," Lockhart Excavation experienced another rapid expansion during the last two to three years. Today, the company employs about 90 people and installs all types of wet utilities throughout the Austin area and West Texas.

Mainly residential

In the Midland-Odessa area, Lockhart Excavation recently installed more than 22,000 feet of water, sewer and storm pipe for a 152-home subdivision. Superintendent Daniel Torres said that's been a fairly typical type of job in West Texas.

"Generally, we have two or three of those going at once out here, but back in Austin, we usually run 15 to 20 jobs," Torres pointed out. "Residential is our main market — putting in utilities for subdivisions and apartment complexes. We have work lined up in the area for a while, so it's keeping us busy."

Lockhart said residential projects are the company's forte, but it occasionally takes on commercial and large public utility installs. The 30-mile water line, which was an \$18 million job that Lockhart Excavation did as a general contractor, was in the latter category.

"It ran from Noack to Hutto and was the largest we have done so far," said Lockhart. "We crossed varying terrain. The biggest challenge was boring under Brushy Creek. We had to dig a bore pit 40 feet deep. Those types of jobs are rare, but we can handle them. Mostly, we stick with the residential, and right now there is plenty of that type of work to do."

Superior service

After expanding into West Texas, Lockhart Excavation needed more equipment. Lockhart contacted Kirby-Smith Machinery Inc. (KSM), which has helped Lockhart Excavation



A Lockhart Excavation crew installs pipe with a Komatsu PC210LC-11 excavator on a subdivision in the Odessa, Texas, area. "The excavator is fast, so we can put pipe in quickly," said operator Raul Arellano.





► VIDEO

Lockhart Excavation often uses multiple Komatsu excavators on its projects. "The PC360s are good for large pipe and heavier work such as breaking rock and moving mass amounts of material quickly," said Daniel Torres, superintendent. "We use the PC210s for smaller pipe and to backfill trenches. Across the board, we have found Komatsu to be more powerful and productive than other brands. The hydraulic response is excellent."

add more than 20 Komatsu excavators to its fleet. Matt Jackson, a KSM territory manager, assisted with the most recent purchases, which included Komatsu PC210LC-11 and PC360LC-11 excavators.

"The PC360s are good for large pipe and heavier work such as breaking rock and moving mass amounts of material quickly," said Torres. "We use the PC210s for smaller pipe and to backfill trenches. Across the board, we have found Komatsu to be more powerful and productive than other brands. The hydraulic response is excellent."

Lockhart added, "I've always liked Komatsu excavators. We used them in the past with other companies. They are quick, strong, and they last. Reliability and longevity are very

important to me. We put a lot of hours on our Komatsus and rarely have an issue. That's extremely valuable when time is money, and you have to get pipe in the ground as quickly as possible."

Lockhart also appreciates KSM's superior service.

"Matt and Kirby-Smith have been great to partner with," stated Lockhart. "They have a huge inventory of machines and have been able to get us pretty much anything we needed. Service after the sale is very important to us, and they have delivered every step of the way. For example, we had a minor issue with a machine, and they had it fixed within a few days. In our experience, other companies would have taken months."

KSM tracks Lockhart's newest machines with Komtrax for hours, so its service team knows when to perform scheduled services under the Komatsu Care program, which covers the first 2,000 hours or three years.

"They set it up during convenient times in order to minimize our downtime," said Lockhart. "Because Komatsu Care is complimentary, it saves us money on those services. More importantly, it ensures they are done on time by trained technicians, and that keeps our machines in



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Continued . . .

Staying busy

... continued



KSM's Matt Jackson (left) talks with Brice Lockhart on a job site near Odessa, Texas. "Matt and Kirby-Smith have been great to partner with," stated Lockhart. "They have a huge inventory of machines and have been able to get us pretty much anything we needed. Service after the sale is very important to us, and they have delivered every step of the way."

good working order so that we maintain productivity."

Bright future

Lockhart said that if the company's recent workload is an indicator for the future, it's on a good path. He can see Lockhart Excavation adding more crews and additional equipment within the next couple of years.

"Both the Austin area and West Texas continue to grow, so there has been plenty of work," said Lockhart. "As customers got to know us and saw our quality of work, they asked us to do more for them. They also referred us to others. That's how we got into West Texas. A friend of mine was doing work for a developer who needed some help. I had a crew that needed work, and we moved in. We have been there for six years now, and we believe it's going to stay busy for quite some time." ■



Operator Manuel Tores digs a trench with a Komatsu PC360LC-11 excavator. "It has a lot of power, so I can get through any type of material quickly," said Tores.



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FUEL FACTS

Here are some tips on how to lower fuel costs even when prices are high

Fuel is a major expense for most construction companies — and when its cost goes up, so does the threat to companies' bottom lines.

While we cannot control the price at the pump, the good news is there are still ways for construction companies to reduce their fuel usage and lower costs.

Negotiate

In some cases, you can help defray costs through contracts and agreements. Negotiating a surcharge clause that gives you the ability to raise prices if fuel costs reach a certain level is a possibility. You may also have a simple deal with a

customer that gives you the ability to do the same. If you signed a contract before prices soared and don't have fuel surcharges in place, you can try to add them, but it's more likely you will have to seek ways to reduce your owning and operating costs to offset the higher price.

Reduce your idle time

If you are idling for extended, unproductive periods of time, you are wasting fuel.

Idling is necessary in certain situations such as warming up and cooling down a machine. It could also be justified when you are in high-production activities that involve near-constant movement, such as loading trucks with an excavator and charging crushers with a loader, where restarting would negatively affect productivity.

Telematics let fleet managers easily track idle time by machine for their entire equipment lineup. If they see excessive idling, they can address it with operators and other on-site personnel.

Using Auto Idle Shutdown, a feature available on most Tier 4 Final machines, is an easy way to decrease idle time during unproductive periods. Your machines' operations and maintenance manuals can show you how to set it — the minimum is five minutes before shutdown begins in most cases — and your local dealer can help too.

Heed ECO Guidance suggestions

ECO Guidance, which provides information to operators on energy-saving operations that reduce fuel consumption, is a feature on

 Watch the video

Excessive idle time wastes fuel and reducing it can be one of your biggest cost savers. Using Auto Idle Shutdown, a feature available on most Komatsu Tier 4 Final machines, is an easy way to decrease idle time during unproductive periods. Another available feature is ECO Guidance, which provides information to operators on energy-saving operations that reduce fuel consumption.

► VIDEO





Fuel is a major expense for construction companies, but no matter the price, there are easy ways to reduce usage, such as using technology, choosing properly sized machines, and running them in the right mode.

most machines introduced during the past 10 years. It displays messages on the monitor in certain situations, such as an idling stop guidance if no operation is performed for more than five minutes, and the engine is idling.

Choose the most effective mode

ECO Guidance might also suggest operating in Economy (E) mode instead of Power (P) mode.

E mode provides better fuel efficiency, so it's often the best choice. Excavators and dozers are used for both digging and moving naturally compacted soils, and in most instances, E mode will get the job done without unnecessary fuel burn. However, if the material is hard such as heavy clay and requires greater power to move, then P mode should be used.

Properly size and match equipment for the task

Bigger is not always better and using a large machine for a job that a smaller

one can efficiently do increases fuel usage and overall operating costs. Fleet managers need to consider several factors when utilizing equipment, including choosing the right size for the job.

It is also important to consider sizing attachments correctly. Excavator buckets are a prime example. Many contractors believe bigger is always better with buckets. However, at the end of the day, the pile of dirt excavated or loaded is often the same with a properly sized smaller bucket. Larger buckets extend cycle times, work a machine harder, spend more time over hydraulic relief, and end up burning more fuel.

Use technology

GPS-based grading helps increase productivity and lower per-yard costs to move material. In the last 20 years, GPS technology has improved significantly with integrated

machine control that lowered costs associated with replacing cables, masts and additional satellites that increased accuracy.

Many of today's machines with integrated GPS grade control also feature additional technologies, such as Komatsu's Proactive Dozing Control logic, that help operators get to grade even faster and at lower costs, including reduced fuel usage. An added benefit is that technology is helping new operators become proficient at moving dirt faster than ever before. ■



Editor's Note: This article is excerpted from a longer blog. To read it in its entirety and find out more about fuel savings, visit <https://www.komatsu.com/en/blog/2022/tips-for-lowering-your-fuel-costs-even-when-prices-are-high/>.

BACK IN ACTION

New tech helps drive record attendance at Demo Days, extra day added to the event

Komatsu's 2022 Demo Days was years in the making — three, to be exact. Komatsu last held the event — which invites customers to try its latest machines and technologies — in the fall of 2019 before the COVID-19 pandemic shut down large gatherings. While events might have been paused, Komatsu innovation wasn't. During the pandemic, the company released new machines and technologies that many customers were eager to try.



▶ VIDEO
Ryan Stachowski,
lead demonstration
instructor and
sales trainer

So, when Komatsu announced it was bringing back the popular event at its Training Center in Cartersville, Ga., current and potential customers, as well as their distributors, couldn't wait to get back. Interest was so high that Komatsu turned Demo Days into a four-day event instead of its usual three.

"We could definitely see there was pent-up demand," said Komatsu's Ryan Stachowski, lead demonstration instructor and sales

trainer, who was the emcee and host of Demo Days. "Our number of available slots were filled almost immediately. It took a lot of work and long hours to put Demo Days together, and the payoff is seeing the smiles on customers' faces. You can tell that they truly enjoy being here."

Among the highlighted machines was the D71PXi-24 intelligent Machine Control (iMC) 2.0 dozer that features new technology such as lift layer control, tilt steering control, quick surface creation and proactive dozing control. It's now the largest of Komatsu's hydrostatic dozers and maintains the super-slant nose design.

Attendees could also run a PC210LCi-11 iMC 2.0 excavator with auto tilt bucket control that enables automatic control of the bucket/attachment angle to match the cutting edge of the surface. Like all iMC excavators, the full bucket profile protects against over-excavation even when the machine is not facing directly toward the target surface. With iMC 2.0 and an IMU sensor, the full bucket edge stays on the surface and automatically returns the bucket to a horizontal loading position.



Smart Construction personnel were on hand to answer questions about how the solutions can transform attendees' businesses and make them more efficient.

Attendees could speak with Komatsu personnel about machine features and how they could benefit their business.

> VIDEO



Schwarz Paving's Michael Schwarz (left) and KSM's Ryan Bebee attend Demo Days.



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► VIDEO

During Demo Days, attendees could operate more than 20 machines, including the popular D71PXi-24 iMC 2.0 dozer, a PC210LCi-11 iMC 2.0 excavator with tilt bucket control, and a PC238USLC-11 excavator with a Smart Construction Retrofit kit.

In total, more than 20 machines and haul trucks were available to operate at Demo Days. Komatsu also displayed products from its forestry and forklift lines, as well as provided information on ground engaging tools from Hensley Industries (a Komatsu company). Additionally, attendees could tour Komatsu's Chattanooga Manufacturing Operation and see excavators and forestry equipment being built.

Komatsu Smart Construction solutions managers were on hand to answer questions and provide information about Smart Construction solutions, including the upcoming Smart Construction Office.

"Smart Construction is a foundation for what's coming in the future," said Bryce Satterly, Smart Construction solutions manager. "If you have Field, Office is the next logical progression of digital solutions. The integration of Office and Field offers great time savings because it reduces or eliminates the need to manually update scheduling and cost analysis, which is typically done weekly or monthly. Project managers always have the most current information, so they can make faster decisions."

Attendees have fun

Stachowski emphasized that in addition to being able to operate equipment, attendees were eager to learn.

Continued . . .



Editor's Note: This article is excerpted from a longer blog. Learn more about Demo Days by visiting <https://www.komatsu.com/en/blog/2022/new-tech-helps-drive-record-attendance-at-demo-days/>.



KSM's Peyton Chatham (left) and Pinney Dozer's Jon Pinney take a look at the Smart Construction Retrofit system on the Komatsu PC238USLC-11 excavator and the Komatsu D71PXi-24 iMC 2.0 dozer.



KSM's Britt Stubblefield (left) and Heath Reinert with Reinert Hay & Commodities explore Demo Days.

(L-R) Moss Utilities' Case Whitfield checks out multiple attachments for excavators with Komatsu's Buck Lawson and KSM's Pat Farquharson.



'They had really in-depth conversations with our experts'

...continued



KSM's Justin Kahle (left) and RPMX's Alexander Rivas examine the dozers.



Webber's Terry Bailey (left) and KSM's Ron Weaver take a look at a Komatsu dozer.

KSM's Matt Probey (left) and Joel Ray Stringfellow with Wildcatter Sand Services look over the Komatsu wheel loaders.



"They had really in-depth conversations with our experts and really challenged them for real solutions," said Stachowski. "What I hope they take away from an event like this is that they learn a little bit more about Komatsu that they didn't know before, and that this is a place they can get their questions answered by the people that work day in and day out to develop these machines for them."

Komatsu plans to host another event sometime this fall. ■



Permian Basin Materials' Chad Mikulec (left) checks out the equipment with KSM's Kevin Demel.



Moss Utilities' Case Whitfield (left) and KSM's Pat Farquharson enjoy Demo Days.



KSM's Nick Crossley (right) chats with Anadarko's Adam Stehr.



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NEW SOLUTION

Want grade control for your standard excavators? Here's a solution with an added bonus

If you have an excavator without GPS grade control, you may be missing out on time and costs savings. What if there was a new solution that reduces staking, surveying and over-digging and allows you to do it cost-effectively with an added bonus?

"The new Smart Construction Retrofit Kit gives customers who want an entry-level, indicate-only system a solid choice," according to Ron Schwieters, senior product manager, iMC and hardware, Komatsu. "It is three-dimensional, so operators get the advantage of seeing where they are on the project, as well as their relation to target elevation."

Multiple components make Smart Construction Retrofit highly accurate, Schwieters added. The kit includes four inertial measurement units (IMU) mounted on the bucket, arm, boom and frame of the



Ron Schwieters,
senior product manager,
iMC and hardware,
Komatsu

excavator. Two GNSS antennas for GPS are on the rear. There are options to transfer design data to and from the Smart Construction Cloud.

"Users download our Smart Construction Pilot app from the Google Play Store, and use it with their connected device," Schwieters noted. "They can set audio alerts that will change tones the closer they get to finish grade. That, along with the visual representation on the app, helps keep operators from digging too deep, saves valuable time and lowers costs."

A key differentiator

Schwieters said that the added bonus of Komatsu's Smart Construction Retrofit Kit is a payload system.

"As you load the bucket, it weighs the material, and operators see that in real time," said Schwieters. "If you're loading trucks, that helps ensure you are putting the proper

amount of tonnage in and not overloading or underloading. Typical aftermarket systems don't offer that. It's a great feature for quarries, batch plants and construction projects to accurately monitor materials loaded onto trucks."

To remotely track progress, that information and production data can be sent to project managers and other stakeholders using other Smart Construction solutions. Design changes can be sent to the machine using the cloud.

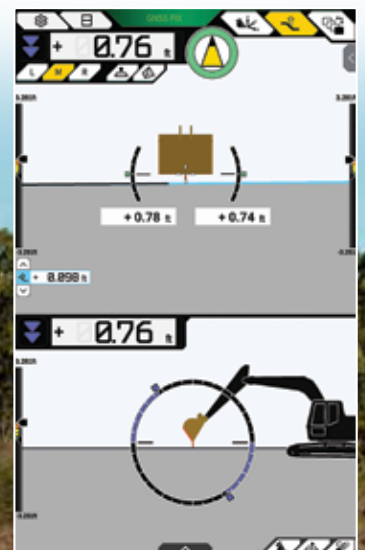
"The Smart Construction Retrofit Kit can be used with practically any brand or size of construction excavator," Schwieters noted. "Installation can be done easily by your distributor or dealer. We recommend you contact them for more information about this valuable solution." ■



Watch the video

The Smart Construction Retrofit Kit gives customers who want an entry-level, indicate-only system a solid choice. It is three-dimensional, so operators get the advantage of seeing where they are in relation to target elevation, and the payload system is an added bonus.

▶ VIDEO



MAKING THE GRADE

Incorporate the right Smart Construction solutions by assessing your operations and goals

Construction technology continues to play an ever-increasing role on today's job sites and in the office. Companies and their fleet managers can use technology from pre-bid to final closeout to help improve productivity, increase efficiency and reduce costs.

"If you are not using technology, you are being left behind," said Komatsu's Jason Anetsberger, director, customer solutions. "When aftermarket GPS grading was introduced, it reduced the amount of time to get to grade. Intelligent machines now have it integrated, which is further reducing costs and



Jason Anetsberger,
director,
customer solutions

increasing productivity because you don't have hardware on the machine that can get damaged or stolen, and you don't have to take time to put up and take down masts and cables."

Anetsberger noted that in addition to intelligent Machine Control (iMC) dozers and excavators, Komatsu's suite of Smart Construction solutions includes Smart Construction Dashboard, Design, Drone, Field and Remote. While iMC machines help with excavation and earthmoving, the others assist with tracking production and progress, managing time, and

remotely supporting field operations, including updating plans from the office directly to iMC machines.

"With the number of Smart Construction solutions we have, now is a great time to get connected," stated Anetsberger. "Adopting the right solution to give you maximum value involves assessing your operations and determining which ones are the right fit. Start with the low-hanging fruit that's going to bring you the fastest payback or reward."

As an example, Anetsberger said if you are not already using iMC machines, that may be a great starting point. With automatic features, they are proven to reduce staking, get you to grade faster, decrease material costs and help new operators become more effective faster.

What's your pain point?

"If you have iMC machines, the next step is determining your biggest pain point," commented Anetsberger. "Do you want faster, more accurate mapping and progress tracking? Do you want to move from 2D to 3D digital design files? Do you want to combine drone data with 3D design data to confirm quantities? Do you want better labor, machine and material cost tracking? Do you want to save time and fuel costs by remotely supporting operators without driving to the job? Do you want better fleet management? Maybe it's all of the above."

Anetsberger emphasized that Komatsu and its distributors have Smart Construction specialists that can help determine which solution is the best fit.

"We encourage anyone who wants improvement in their operations and bottom line to reach out for more information." ■

In addition to intelligent Machine Control (iMC) excavators and dozers, Komatsu offers a suite of Smart Construction solutions to help you maximize job site and personnel tracking as well as use the data to make faster decisions on how to best utilize your assets. Smart Construction specialists can help you determine which are the best options for you.





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PAVING CORNER

New VÖGELE high-compaction screeds increase versatility, lower pavement placement costs

VÖGELE is once again at the forefront of technology and innovation with the development of high-compaction, deep-lift screeds for asphalt pavements, and other products such as CTB (cement-treated base) and RCC (roller-compacted concrete). High-compaction screeds are a necessity when the job calls for a high load-bearing pavement capacity, such as truck stops, docks, and military installations where CTB and RCC are the paving materials of choice.

The right tool for the job

The mainstay screed options for the VÖGELE asphalt paver line continue to be the VR (vibratory rear-mounted) and VF (vibratory front-mounted) adjustable screeds. VÖGELE's new AB 500 TP2 Plus and AB 600 TP2 Plus screeds incorporate vibratory technology with both tamper and pressure bar technologies. These basic 8-foot and 10-foot screed widths are available on VÖGELE paver models 1300 through 2100. The new hybrid AB screed is a powerful density tool that will enable the paving contractor to broaden the scope of work that can be done, while lowering pavement placement costs.

VÖGELE's pulse generator creates high-frequency pressure pulses that keep the pressure bars in constant

contact with the pavement, which provides a downward force that maximizes the compaction of the mix. The location of the pressure bars in the rear of the screed provides the greatest compaction performance as the mix is being laid in a confined space.

VÖGELE has eliminated the cumbersome chore of mechanically adjusting the tamper stroke with a new hydraulic tamper stroke adjustment control. It enables the operator to easily set the optimum stroke for paving jobs with the press of a button located on the control panel.

One of the greatest benefits of the AB screed configuration is the elimination of the traditional "roller train" to achieve maximum density. The screed minimizes the number of rollers and passes required to get the desired results.

VÖGELE's new AB 500 TP2 Plus and AB 600 TP2 Plus screeds incorporate vibratory technology with both tamper and pressure bar technologies. These basic 8-foot and 10-foot screed widths are available on VÖGELE paver models 1300 through 2100.

Support from KSM

The real-world success of cutting-edge technology — profitable results that exceed expectations — will always be dependent on the expertise and hands-on training of those who help implement it. Kirby-Smith Machinery Inc. (KSM) does more than just supply customers with the latest construction technology from WIRTGEN GROUP. We also support it with an entire Road Construction & Minerals Division filled with highly skilled, factory-trained professionals like Robert Perkins, who has over two decades of experience in the heavy equipment and heavy highway industries and has paved everything from parking lots to major DOT (Department of Transportation) projects in his career. That is the level of experience customers can expect from KSM in our mission to be an indispensable resource to them. ■





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CRANE CORNER

Manitowoc's new boom inserts for the MLC300 give operators extra reach for assembling taller wind turbines

Manitowoc is expanding its boom insert offering with the new Wide Boom Plus kit for its MLC300 lattice-boom crawler crane. The new inserts will give crane operators extra reach by lengthening their booms up to 429.8 feet when used in combination with the VPC-MAX and extended upper boom points.

The new boom inserts will be particularly useful for assembling utility-scale, land-based wind turbines, which have increased in height by nearly 60% in the last

two decades, reaching an average of 295 feet in 2020 in the U.S.

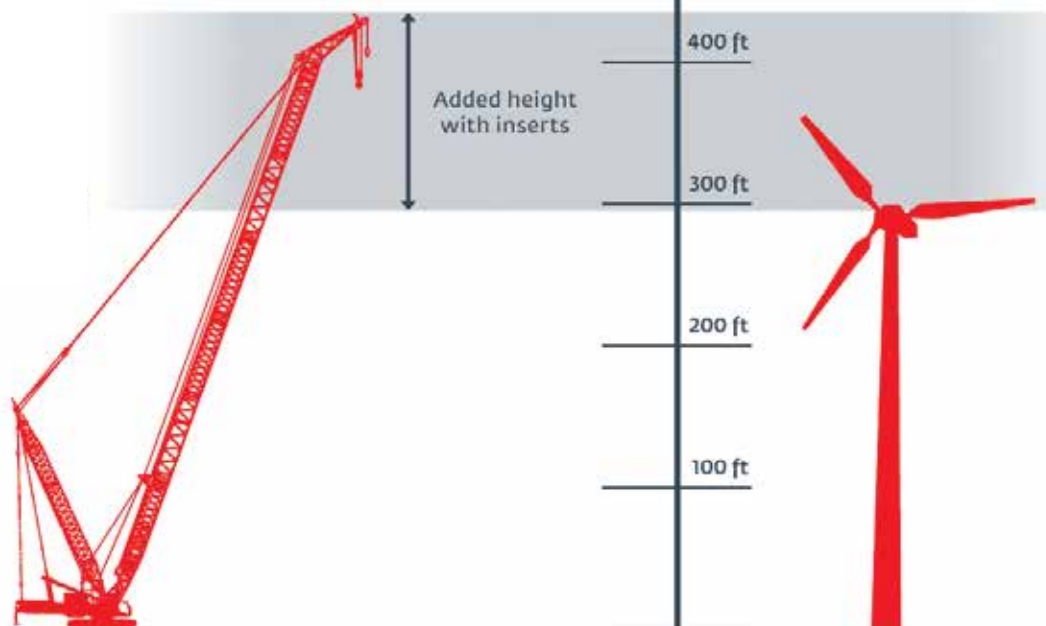
Wind turbines are expected to keep growing in size in the coming years, as building the turbines to higher elevations enable the wind towers to harness stronger winds. The new Manitowoc boom inserts will enable the 386-ton MLC300 to construct these increasingly tall wind towers.

Brennan Seelinger, Manitowoc's product manager for crawler cranes, said wind turbine work above 295 feet currently requires a crane

that is 450 tons or more, which can result in higher costs for operation and transportation.

"Our new boom inserts will open up more jobs for our crawler crane owners," Seelinger said. "They will increase utilization of our MLC300 crane with added flexibility. Where before crane operators would need to bring in a larger crane to reach heights above 295 feet, now they're able to employ their MLC300 with boom inserts and take advantage of increased reach from its smaller footprint." ■

New Wide Boom Plus kit for MLC300 with VPC-MAX®



New Manitowoc boom inserts allow MLC300 operators to reach up to 429.8 feet, which opens up more project opportunities such as assembling taller wind turbines.

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ASK THE PSSR

Jordan Washam explains why you should consider using My Komatsu for fleet management

Instant, up-to-date information about your equipment's performance and health lets you make faster and more proactive decisions that affect productivity and profitability. Kirby-Smith Machinery Inc. (KSM) product support sales representative (PSSR) Jordan Washam emphasizes to customers that Komatsu's My Komatsu is a powerful tool that gives you that information nearly instantaneously. My Komatsu can pull data from Komtrax and provide powerful analytics to help you efficiently manage your fleet.

"My Komatsu lets customers view their fleet and dive into the details of how it's being used," said Washam. "There's a lot of stuff that Komtrax offers that is really reliable and beneficial to the customer such as how long a machine was idled or was in production, what kind of load it was under, fuel usage, if any codes popped up, and more."

Fleet managers can use that valuable data to make bottom-line decisions that directly impact operations and potentially save money.

"In the past, it was hard to track idle time without being on-site, but with Komtrax, you know exactly what it is because it's right there on the computer screen or your smart device," said Washam. "If it's excessive, you can address that with operators, superintendents and others to reduce it right away. That leads to less fuel burn and hours unnecessarily being put on a machine, which can negatively affect resale value down the road."



Jordan Washam,
PSSR,
KSM

Diagnosing and addressing codes quickly is another invaluable way My Komatsu and Komtrax can be used.

"Customers can call their local PSSR with a machine's serial number, and we can pull up what the code indicates and how to best address the issue, whether it's to shut the machine down or walk them through the process of getting it fixed," explained Washam.

Easy to get started

Accessing My Komatsu and Komtrax is easy, according to Washam. First, you visit the My Komatsu website (<https://mykomatsu.komatsu/>) and

sign up for a complimentary My Komatsu account. KSM contacts you with login information, and once your account is set up, machinery information can be inputted, and you can start tracking its usage.

"We can help you every step of the way," stated Washam. "If you are not utilizing My Komatsu and Komtrax to their full ability, I think you're losing a lot of reliable data that can be used for better fleet management. I encourage everyone to use it." ■



Discover more at
KirbySmithConnection.com



▶ VIDEO

Jordan Washam, a product support sales representative (PSSR) for KSM, looks at Komtrax information through My Komatsu on his laptop at KSM's Dallas branch. "There's a lot of stuff that Komtrax offers that is really reliable and beneficial to the customer such as how long a machine was idled or was in production, what kind of load it was under, fuel usage, if any codes popped up, and more," said Washam.



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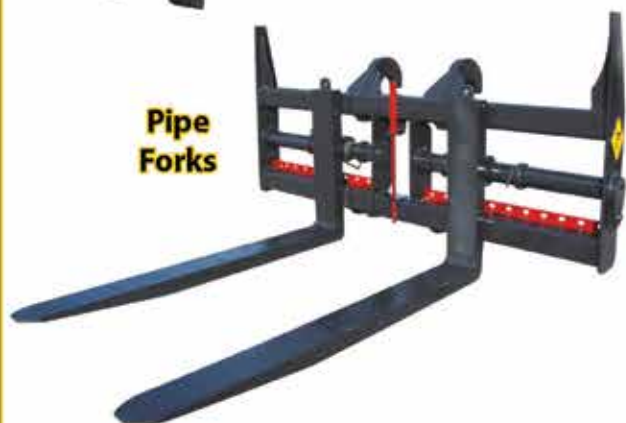
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PLAN AHEAD

How to prepare for extreme weather events to help keep workers, property safe

Severe weather and natural disasters can strike anytime. Whether from climate change, natural weather patterns or other causes, their frequency has increased during the past two decades. Now more than ever, it's essential to be prepared and have plans in place that protect staff members and your valuable business assets in the event of extreme weather and/or natural disasters. Here are some tips for putting a good plan together.

Create an emergency response plan

Preplanning is a main factor in successful project completion, and it's also essential for responding to emergency situations, according to Troy Tepp, director of safety services with Sentry Insurance.

"Predicting when those events will occur is nearly impossible, and that's why it's essential to be prepared with response plans," said Tepp during a webinar for the Associated Equipment Distributors titled "Developing Your Emergency Response & Recovery

Plans – Before They're Needed." "Thoughtful preplanning that addresses potential scenarios is vital."

As a starting point, Tepp suggested establishing goals and priorities.

"The top priority within any emergency response plan must be developing procedures that prioritize the protection of lives and the safety of your staff, customers and any other visitors to your facilities. Keep in mind, your procedures also need to account for employees outside of your fixed-base operations, such as field personnel, drivers and equipment operators."

In Jacksonville, Texas, WHM Construction Inc. uses technology to help protect personnel from severe weather.

"Watching the weather is essential because it can affect everything we do, but keeping our staff safe is of utmost importance," said Justin Holman, vice president. "We prepare by having apps on our smartphones that alert us if severe weather is imminent. If that's



If a weather event hits your business during work hours, there should be designated areas for workers to report to.

the case, everyone is instructed to get out of harm's way as safely and quickly as possible. After it's passed, we assess the situation and determine our next course of action."

Prioritize for your area(s)

Natural events such as tornadoes, fires, severe storms, hurricanes, ice

Continued . . .

Severe weather such as thunderstorms can happen anywhere and at any time of the year. Having emergency plans and procedures in place can protect lives and property.



Response procedures should be specific

... continued

and snow, and earthquakes are all considerations for weather plans. Prioritize those that are most prevalent and likely to occur in your area.

Tepp used a tornado as an example of how to align risk assessment with planning and awareness and stated, "If that is one of your foreseeable emergencies, begin to create a plan by identifying the alarms and alerts that identify those events. Then, you develop action that mitigates the risk, such as designating a shelter or shelters. You will also want to clearly identify them as such with signage, and train staff to know where shelters are located and that they should immediately proceed to the shelters if they hear the alarms. You also need to designate and train staff members to assist those with special needs. If personnel are off-site, have a communication plan to check on their safety and well-being."

When designing your response procedures, make sure they are specific. They should define roles and responsibilities as well as activate an assigned response team.

Kort Wittich, owner of Kort's Construction Services Inc. in Covington, La., knows that preparation for multiple scenarios is essential.

"We have a couple of major considerations in this region," said Wittich, who provides a diversified list of site construction offerings, mainly in the New Orleans metro area. "One is thunderstorms. We keep our eyes and ears open to the television and radio stations for forecasts and updates and base decisions from those, as well as looking at radar on our phones and watching the sky. If we determine that severe weather is coming, we pull personnel off-site, so they can get to safety.

"Unfortunately, hurricanes come with the territory, but unlike thunderstorms, which can pop up anytime, you generally have a few to several days' notice before a hurricane," said Wittich. "That gives us time to move assets out of areas where they may potentially be damaged and get them to a more secure location. Our goal is to do

that in a safe manner as quickly as possible, so our staff also has time to prepare their homes and families."

Blue Mountain Minerals also faces multiple scenarios at its limestone quarry in Columbia, Calif., including fires.

"Like anyplace that's surrounded by timber and mountains, wildfires are more prevalent," added Richard Stringham, plant manager. "We had one across the lake adjacent to our property last year, and we had to evacuate. Our plans definitely include that situation. We have roads besides our main road that lead out of the site for us to exit. Being in Northern California, there is less of a chance of an earthquake than in the southern part of the state, but the possibility is always there, so we are prepared for that too."

Communication remains key

To prepare effectively, create a business-recovery plan. According to Tepp, the plan should designate a pre-assigned business-recovery team. Other elements of the plan should include determining essential staff versus support staff, outlining IT needs, looking at communication considerations, preparing daily progress updates and phased recovery, testing, and training.

"Reporting the incident to your insurance carrier in a timely manner should be your first step [after an incident has occurred]," said Tepp. "The faster it's reported, the quicker an investigation can occur, and reimbursements can be made. Your team will oversee successful recovery by putting the plans in place that you developed to deal with emergency events." ■

There are apps for smartphones and tablets that can give workers the ability to track weather and plan for potential emergency situations.



Editor's Note: This article is excerpted from a longer blog. To read it in its entirety, visit <https://www.komatsu.com/en/blog/2022/extreme-weather-is-predicted-are-you-prepared/>.

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Michael Carranza,
manager,
digital experience,
Komatsu

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My Komatsu now lets you access telematics data from Komatsu and non-Komatsu machines. "There are up to 25 key data points available such as location, hours, fuel consumption, idle time and production," said Komatsu's Michael Carranza, manager, digital experience.

"This allows customers to add telematics data from any manufacturer who is compliant with the ISO standard and see all their assets in one convenient place," said Komatsu's Michael Carranza, manager, digital experience. "There are up to 25 key data points available such as location, hours, fuel consumption, idle time and production. My Komatsu is complimentary and so is access to this valuable data from other OEMs through My Komatsu. We recommend contacting your Komatsu dealer for assistance." ■

Simple steps to add non-Komatsu machines to My Komatsu

1. Get credentials from your OEM representative
2. Log into your My Komatsu account
3. Click on the My Fleet page
4. Enter your credentials under Manage Other OEM
5. Test the connection
6. Monitor your mixed fleet

"The information will show up the next morning, and you can start collecting data and utilizing the benefits of having all that key information in My Komatsu," said Komatsu's Michael Carranza, manager, digital experience.



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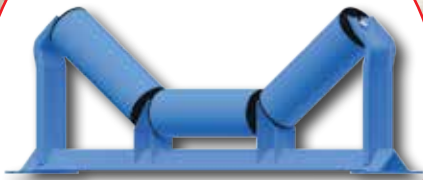
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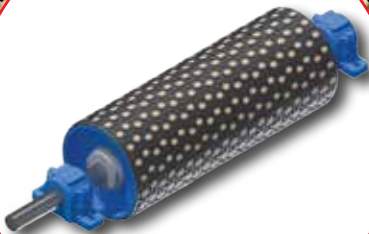
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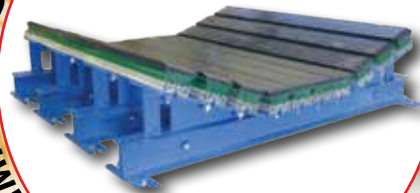
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FACES OF KIRBY-SMITH MACHINERY

Dennis Cox hired as director of Smart Construction

Kirby-Smith Machinery Inc. (KSM) has hired Dennis Cox as its new director of Smart Construction. Cox will be responsible for the KSM's strategy and growth initiatives related to Komatsu Smart Construction, including both the intelligent Machine Control (iMC) line and Komatsu's related suite of products, services and digital solutions that offer interconnectivity and help streamline the construction process. His office will be located at KSM's Dallas branch.

Cox brings nearly 20 years of experience related to GPS and machine grade control technology to the position, having worked with various equipment distributors, hardware and service suppliers, and contractors in specialist and management roles. Most recently, he served as the integrated controls regional sales manager for another large regional equipment dealer. He has spent the majority of his career in the North Texas market and is familiar with KSM's customers and the particular challenges they face.

Joel Cook, the executive vice president and general manager of the construction group for KSM, understands how valuable Smart Construction can be for contractors, especially in relation to the current issues surrounding skilled operator shortages. He believes Cox's experience will serve KSM well in growing its offerings and support capabilities.

"Komatsu Smart Construction is a powerful solution for the challenges our customers face in today's competitive construction environment," said Cook. "I know Dennis' wealth of experience and leadership will be instrumental in helping us better partner with customers to achieve the full benefits of this technology."

Impressed by KSM's culture, and its values regarding safety and customer support, Cox is excited to join the team.

"I look forward to the opportunity to grow with an already established



Dennis Cox,
director of Smart Construction

team of professionals who continue to develop their technology skill set and provide an outstanding customer experience," said Cox. "The safety-first culture combined with building a team that creates lifetime customers by supporting one another is a recipe for success that I wholeheartedly believe in."

Cox is a veteran of the United States Navy and a graduate of the Naval Nuclear Power Program. ■

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Insider Tip: "If you have Smart Construction Field, Office is the next logical progression of digital solutions," said Bryce Satterly, Smart Construction solutions manager for Komatsu. "The integration of Office and Field offers great time savings because it can reduce or eliminate the need to manually update scheduling



and cost analysis, which is typically done weekly or monthly. When project managers have the most current information, they can make faster decisions." ■

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FACES OF KIRBY-SMITH MACHINERY

Wade Gaines hired as vice president of parts

Kirby-Smith Machinery Inc. (KSM) has hired Wade Gaines as its new vice president of parts. Gaines will provide strategic oversight of KSM's parts operations, while also establishing new vendor relationships and growth opportunities. He has over 31 years of experience in the heavy equipment industry, most recently serving in various parts sales management roles for Komatsu America Corporation. Gaines also brings significant experience related to equipment distributor and rental company operations to his new role.

Brad Campbell, vice president of product support, is excited to add



Wade Gaines,
vice president of parts

Gaines' leadership to what is already an experienced parts team.

"Wade is a skilled leader and patient listener who understands how to find the best outcomes to support his people," said Campbell. "I know he will be a great complement to the exceptional parts

leadership we have assembled at Kirby-Smith Machinery."

Gaines' office will be located at the heavy equipment distributor's Fort Worth, Texas, location. He credits the strength of KSM's leadership, the company's long-term success and

the overall culture as major factors in his decision to make the move back to the distributor side of the industry.

"I am honored to join Kirby-Smith Machinery and excited to be part of a great company with excellent leadership and quality people. I look forward to the challenge of strengthening and growing what is an already successful business," said Gaines.

Gaines has been married to his wife,Carolynne, for 15 years and has three children: Ashleigh, Isabelle and Evan. He enjoys being an assistant coach for his son's tournament baseball team and watching his daughter Isabelle play soccer. When he's not involved in his kids' sports activities, he also enjoys CrossFit and playing slow-pitch softball. ■

Bo Ross hired as general manager of used equipment

Bo Ross has been hired as the new general manager of used equipment at Kirby-Smith Machinery Inc. (KSM). Ross brings over 34 years of heavy equipment industry experience to the position, which includes extensive time in used equipment management positions for other Komatsu distributors, as well as running his own used equipment company. As the general manager, Ross will be responsible for managing KSM's complete used equipment business, which includes its Komatsu Remarketing program, domestic and international sales, and used equipment operations at the heavy machinery distributor's



Bo Ross,
general manager of
used equipment

12 locations across Oklahoma, Texas, Kansas and Missouri.

Jeff Weller, chief operating officer for KSM, believes that Ross' track record for establishing successful policies and procedures that streamline used equipment operations will be important as the company continues to grow. Weller also mentioned that KSM

went through a long and careful search for its successor to the late David Mehrtens and was looking for someone they felt could continue the legacy that Mehrtens started.

"Bo is an experienced leader and a good teammate," said Weller.

"I think and hope that David would approve of the decision we have made in Bo. I am grateful to have him join our organization and excited to see how Bo will put his own fingerprints on the future of Kirby-Smith Machinery!"

Ross has been familiar with KSM for several years due to his experience in the Komatsu-distributor world. He also had a friendship with Mehrtens that spanned multiple decades.

"It's extremely exciting to be a part of the Kirby-Smith family," said Ross. "Dave built something special here and put a great team in place that has had continued success. I embrace the challenge of building on that foundation, doing everything I can to drive improvements, support our team, and lead us forward." ■



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FACES OF KIRBY-SMITH MACHINERY

Kirby-Smith Machinery names Sam Schneider as general manager of industrial equipment

Kirby-Smith Machinery Inc. (KSM) has hired Sam Schneider as its new general manager of industrial equipment. For the past eight years, Schneider served as the regional product manager for Takeuchi Manufacturing. He has a strong background in equipment dealership development with nearly 20 years of experience related to sales, parts and service support, and he is widely regarded in the industry as a “go-to” resource for machine knowledge, product training and best-in-class sales practices.

Jeff Weller, chief operating officer for KSM, is grateful to add Schneider’s expertise to the leadership of KSM’s industrial product lines, which include Takeuchi, Terramac, Gradall, JLG, Multiquip, NPK, Fecon, Sullair, SkyTrak, Thompson, Trail King, Stanley and all related attachments.

“As the saying goes, ‘good things come to those who wait,’ and having long considered Sam to be a turnkey, organizational fit for this position, we are grateful to have him officially on board,” said Weller. “Sam served as a tremendous resource to our team and customers over our past six years with Takeuchi and brings both excellent product knowledge and a wealth of industry relationships with him to KSM. He is a terrific addition to our culture and possesses the drive for excellence needed to lead in this important position for our company.”

Schneider, who will be based out of KSM’s Kansas City, Kan., branch, has worked closely with KSM’s sales team for years and is both humbled and honored to now make KSM his “port of call.”



Sam Schneider,
general manager of industrial equipment

“I’m grateful for the opportunity to be a part of this amazing company,” said Schneider. “I look forward to doing my part to strengthen the legacy that has been built here.” ■

Angela Brewer promoted to director of human resources

Kirby-Smith Machinery Inc. (KSM) has promoted Angela Brewer to director of human resources. Brewer will be responsible for the strategic direction of KSM’s HR operations. She previously served as the company’s human resources manager.

Jeff Weller, chief operating officer for KSM, believes Brewer is the right person for this role as the heavy equipment distributor continues its strong growth.

“This is something John Arapidis (president and CEO of KSM) and I have been discussing for some time, and we are excited to make the move official,” said Weller. “Angela is an invaluable leader that truly embodies

our core values in everything she does, and this is most evident in the way she supports our 600-plus employees. We expect great things from Angie and know she will do an incredible job leading her team and our HR operations into the future.”

Brewer is passionate about KSM’s team and excited for the opportunities of the new position.

“It is an honor to be part of such an amazing company. I am truly excited about the continued growth of our organization and the opportunities this new role will bring to better support our exceptional team here at KSM.” ■



Angela Brewer,
director of human resources

FACES OF KIRBY-SMITH MACHINERY

Nick Cage hired as Fort Worth sales & operations manager



Nick Cage,
sales & operations manager,
Fort Worth

Kirby-Smith Machinery Inc. (KSM) has hired Nick Cage to serve as the sales & operations manager for its Fort Worth, Texas, location. Cage will

be responsible for managing branch sales and operations in Fort Worth, including day-to-day oversight of its parts, service and rental departments.

Cage brings more than 15 years of equipment sales experience to his new position, including experience owning and managing his own used equipment business.

Jeff Weller, chief operating officer for KSM, said Cage will be a great fit for the heavy equipment distributor's culture.

"Nick's wisdom, sincerity, humility and ethics are personality traits that will serve our customers and employees well. We know Nick will do great things for KSM as he

takes ownership of his role as Fort Worth sales & operations manager," said Weller.

Impressed by KSM's leadership and culture, Cage is ready for the opportunity to join the KSM family.

"Many times, growth and stability are hard to maintain when in lockstep with one another, but the path that Kirby-Smith Machinery's leadership has the company on is one of just that," said Cage. "When I see an organization that is equally as focused on taking care of its employees as it is of taking care of its customers, I see a place I want to call home. I'm honored to have the opportunity to be a part of Kirby-Smith Machinery's incredible culture." ■



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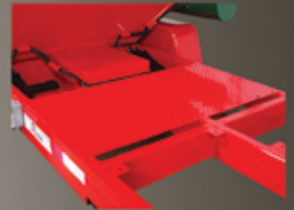
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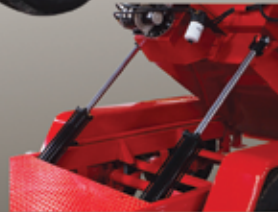
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FACES OF KIRBY-SMITH MACHINERY

Conversations pique Drew Ritter's interest in heavy equipment, lead to rental manager role for KSM's West Texas branches

Drew Ritter started in the equipment industry about five years ago — despite not knowing anything about it.

"I had some buddies that worked for a heavy machinery company, and they kept telling me how much they loved their jobs," said Ritter. "That really piqued my interest. Once I got into it, I started to love it too."

Ritter pursued a position as a rental coordinator for an equipment dealer after spending several years in various roles with the local branch of a national tire chain. He worked his way into management during his time at both companies.

"That gave me good preparation for this role," stated Ritter, who joined Kirby-Smith Machinery Inc. (KSM) in February as the rental manager for the Lubbock and Amarillo branches in Texas. "I handle the day-to-day operations of rentals and help out with other areas such as sales. It comes down to making sure everyone is taken care of in a timely manner."

"We have a wide array of equipment, from towable air compressors to 100,000-pound-plus excavators to handle practically any need," Ritter added. "Cranes, screens, crushers, pavers — you name it, we have it. We can service every industry, from general construction to oilfield to wind and solar."

'Outstanding reputation'

Ritter learned about KSM during his previous job.

"Kirby-Smith has an outstanding reputation for taking care of customers and for being a great place to work with lots of opportunities,"



Drew Ritter,
rental manager,
Lubbock/Amarillo

Ritter commented. "I talked to several current and former employees over the years, and they encouraged me to check it out. I saw right away after starting here what they meant. I am encouraging others to do the same."

Ritter is based out of KSM's new Lubbock store.

The Kingwood, Texas, native came to the city about 15 years ago to attend Texas Tech University where he earned a general studies degree and met his wife, Kristen, who is originally from the Austin area.

The couple married in 2018 and have a one-year-old son, Kohen.

"We decided some time ago that we wanted to stay around here," said Ritter. "It's a great place to raise a family. Some of our family has moved out here too. That's great because we love hanging out with them and our friends as much as possible. I also enjoy sports in general, and I like to hunt." ■



Discover more at
KirbySmithConnection.com



▶ VIDEO

Conversations with current and former KSM employees convinced Drew Ritter (right) that he should apply for a job with the company. "Kirby has an outstanding reputation for taking care of customers and for being a great place to work with lots of opportunities," said Ritter, rental manager, Lubbock/Amarillo. "I saw right away after starting here what they meant."

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FACES OF KIRBY-SMITH MACHINERY

Fascination with how things work turns into service-related career for Tyler Briggs, Lubbock service manager

Tyler Briggs has always been interested in how things work.

"At about 8 years old, I became fascinated with internal combustion engines. Growing up, I had go-karts, four-wheelers, dirt bikes, and I was always working on those."

After high school, Briggs went to South Plains College and earned a certificate in diesel technology. He started his career as a technician, working on trucks.

"I thought about changing things, so I took a job in the oilfield industry," recalled Briggs. "That lasted a few months, and then I became a field tech for a heavy equipment dealer. I worked there for about four years, and some of its customers were also customers of Kirby-Smith Machinery, and they talked about how good of a company it is. A good friend of mine worked here too, and he talked me into coming here and seeing what it was about. I got hired on as a field tech."

At Kirby-Smith Machinery Inc. (KSM), Briggs spent three years servicing West Texas customers' machines on their job sites. About a year ago, he became a service manager at KSM's new Lubbock, Texas, branch.

"This position involves scheduling and more paperwork, so it's a little different than before, but ultimately, it comes down to the same thing — making sure customers are taken care of in a timely manner that keeps their downtime to a minimum," said Briggs. "I'm also helping techs with their needs. We are able to do that better with this new location and additional staff, and we are looking



Tyler Briggs,
service manager,
Lubbock

to add more. There are a lot of great opportunities with Kirby-Smith. I'm an example, moving from field tech into management, and there are a lot of stories like that."

'Great family atmosphere'

The ability to move up within the company is only one of the reasons why Briggs appreciates working at KSM.

"There is a great family atmosphere; everyone gets along so well," said Briggs. "The company cares about its people and wants them to have a good balance of work and family, and

I think that's why so many stay here long term."

Briggs has four children ranging from a 3-year-old to a 15-year-old. He and his wife, Sarah, have been married for about 10 years. They enjoy family time and keeping up with the kids, who are involved in sports and dance. Briggs recently got a street bike after years of riding off-road vehicles, and he likes to shoot when time allows. ■



Discover more at
KirbySmithConnection.com



KSM Service Manager Tyler Briggs poses with his family. "The company cares about its people and wants them to have a good balance of work and family, and I think that's why so many stay here long term," said Briggs.



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FACES OF KIRBY-SMITH MACHINERY

Victor Kotulek, Lubbock parts manager, says customer service is key to successful companies no matter what industry you're in

For Victor Kotulek, joining Kirby-Smith Machinery Inc. (KSM) about two years ago was an "opportunity to get back to the roots." He had previously spent 28 years with a company that he believed had outgrown its small-business feel.

"As it got bigger, I just felt like I had become a number," said Kotulek, parts manager at the Lubbock, Texas, branch. "I used to be able to call up the vice president and talk about anything. That was no longer the case. With Kirby-Smith, I have that back. I know I can get ahold of anyone, top to bottom, and they will listen."

"There is a really great family atmosphere here," he added. "Everyone genuinely cares about each other. As an example, my mom got sick and passed away right after I started. I had no time off built up, but they didn't hesitate to give me the time I needed to take care of things."



Victor Kotulek,
parts manager,
Lubbock

That showed me a lot about the values and commitment to employees, and it's part of why I can see myself here for the rest of my career."

Kotulek said the transition to parts manager at KSM was fairly smooth considering his background was nearly three decades in the automotive industry.

"It all comes down to taking care of customers," Kotulek stated. "It doesn't matter whether you are talking about cars or construction equipment. Companies that grow and thrive are the best at it, and as anyone can see, Kirby-Smith is certainly doing that. Our new Lubbock branch is a great example."

Improved customer service

Kotulek noted that the new, larger Lubbock store carries more inventory than the old location. In addition to customers with Komatsu equipment, it has parts in stock for

those that use WIRTGEN GROUP products, National Crane boom trucks, Takeuchi compact machines, Terramac crawler carriers and more.

"We stock a lot depending on the market, as well as what manufacturers recommend," said Kotulek. "Our inventory has probably tripled since we moved here, and honestly, we could probably add more. It's a growing process. We also customized to the store. For instance, we have a lot of excavators around here, so our inventory of excavator parts is larger than other stores such as Abilene, which has a bigger dozer market. Bottom line, our aim is to ensure common items such as filters are always in stock and be able to get other items as quickly as possible to keep downtime to a minimum."

Kotulek and his wife, Dolores, have three grown children and two grandchildren. He enjoys exercise and outdoor activities such as fishing, tennis and pickleball. ■

(L-R) Victor Kotulek, parts manager at KSM's Lubbock, Texas, branch, talks with Rome Robinson about parts inventory. "It all comes down to taking care of customers," Kotulek stated. "It doesn't matter whether you are talking about cars or construction equipment. Companies that grow and thrive are the best at it, and as anyone can see, Kirby-Smith is certainly doing that. Our new Lubbock branch is a great example."



NEWS & NOTES

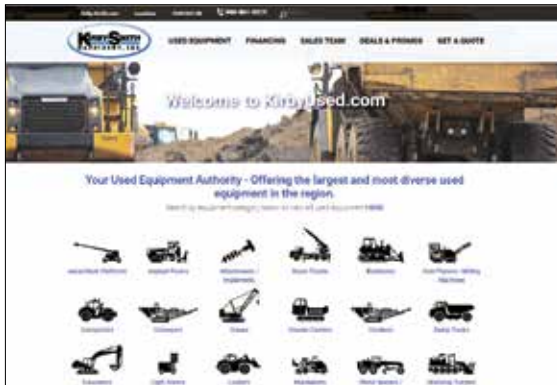
Kirby-Smith Machinery launches KirbyUsed.com, new website dedicated to used equipment

Kirby-Smith Machinery Inc. (KSM) recently launched KirbyUsed.com, a website dedicated to its used equipment offerings. The site features

friendly navigation, robust search functionality and intuitive page design, creating an improved user experience for KSM's used equipment customer base worldwide.

contact information for KSM's used equipment team.

"We listened to our customers in the design of this new website dedicated to our used equipment offerings, and I hope they will find it to be a helpful resource," said Bo Ross, general manager, used equipment. "If you want to shop from one of the largest sources of Komatsu used equipment in North America, I encourage a visit to KirbyUsed.com, and we look forward to helping you succeed in your business." ■



The homepage of KirbyUsed.com gives users the option to immediately select used equipment by category type.

The homepage of KirbyUsed.com gives users the option to immediately select used equipment by category type, and the site's search bar functionality includes criteria to search and sort results by category, manufacturer, hours, miles and price. The website also includes information regarding financing, current promotions, and



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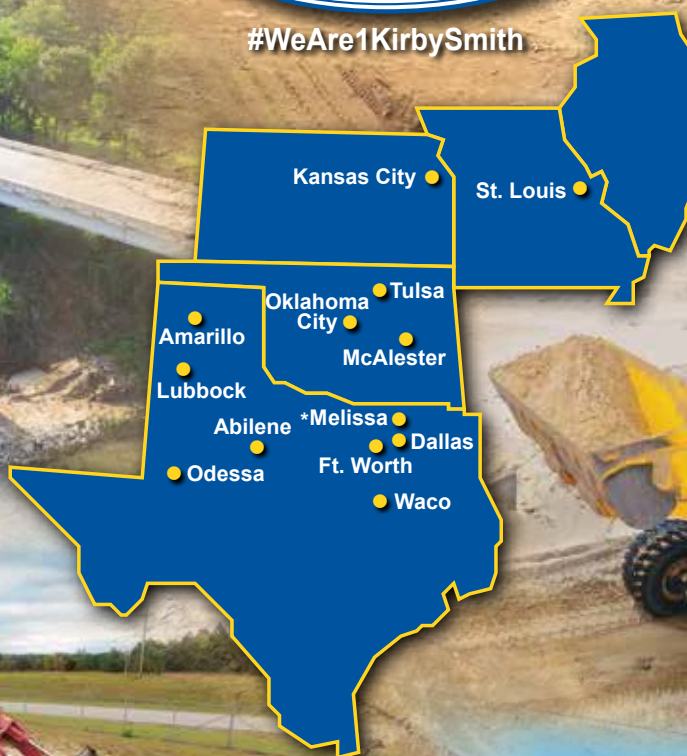
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