



Connection

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

PB MATERIALS LLC

Odessa-based concrete and aggregate producer makes high-quality materials for customers



Christopher Crouch,
CEO



Joey Offield,
Operations Manager



Chad Mikulec,
Regional Operations
Manager

KOMATSU

MESSAGE FROM THE PRESIDENT



John Arapidis

Dear Valued Customer:

This time of year tends to be the busiest in the industry with lots of activity that involves manpower. It is easy to focus on the task at hand, but remember what's most important: your employees. I encourage you to review safety guidelines, from having the proper protection systems for your trenches to providing plenty of water and sunscreen to help your staff beat the heat.

To help get projects done on time, properly maintain your equipment. Fortunately, most new Komatsu machines come with complimentary Komatsu Care for the first three years or 2,000 hours. Our trained technicians perform the services at your convenience to help limit downtime — typically after normal work hours or when your equipment is not being used.

Komatsu Care also gives you certainty in your owning and operating costs. Learn about Komatsu's new program, Komatsu Care Plus Cost Per Hour, on page 35. We believe it's well worth the investment. You may be interested to know we also offer full-maintenance packages for several of our other major lines, including WIRTGEN GROUP, Manitowoc and more.

We hope you were able to attend CONEXPO-CON/AGG this past March, but if not, there's a recap of the event on page 17 that provides information about some of the machines that were on display, such as Komatsu's new PC210LCE electric excavator.

This issue also showcases the diversity of our customers and manufacturing lines. I hope you will take the time to read about Palo Pinto County Precinct 2, which uses a versatile Gradall excavator for a variety of tasks; Kansas-based Wes' Recycling Inc. that handles scrap with an Atlas material handler; and Pinney Dozer Service LLC, which utilizes midsize Komatsu intelligent Machine Control (iMC) equipment for fast and accurate earthmoving.

Additionally, we feature PB Materials LLC, a West Texas aggregate producer that is using some of Komatsu's largest excavators, wheel loaders and trucks to move and handle materials as quickly and cost-effectively as possible.

As always, if there is anything we can do for you, please feel free to contact one of our branch locations or myself. Our entire team is here to support you in your business goals.

Sincerely,

A handwritten signature in dark ink, appearing to read "John Arapidis".

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



Connection

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Get to know KSM's featured employees: David Kellerstrass, Matt White, Clayton Willis, and Susan Rader.

Published by Construction Publications Inc. for



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NORTH TEXAS	- COMING SOON		

PB MATERIALS LLC

Serving a wide range of customers with high-quality materials keeps Odessa-based concrete and aggregate producer growing

While oil and gas continue to be the main drivers in the West Texas market, up-and-coming entities are proving to be profitable, according to PB (Permian Basin) Materials LLC CEO Christopher Crouch.

"We are becoming more of an energy center rather than just oil and gas," said Crouch. "Wind and solar are making significant gains. There's also gravity batteries and carbon capture. We probably have the largest AI mining or Bitcoin mining investment in the country. We don't worry about the power going out in West Texas. There's plenty of it, and that's good for us."

All the energy projects — as well as the infrastructure to support them such as roads, utilities, and new commercial and residential developments — require a reliable, steady supply of aggregate and concrete products. With a staff of more than 350 people led by Crouch and Chief Financial Officer Philip McWard, PB Materials has been one of the area's leading producers for a decade.

"Initially, there were three separate companies with more than 100 years



Christopher Crouch,
CEO

of experience that, in 2013, combined into a single entity," explained Crouch. "During the past several years, we have made a lot of headway in our product portfolio, dramatically improving the size of our reserves, what we do, and where we do it. We are the largest integrated producer in West Texas."

Diverse customer list

Based in Odessa, Texas, PB Materials' 17 ready-mix facilities and 14 aggregate operations stretch north through Lubbock, south to Fort Stockton, and west into New Mexico. Annually, PB Materials produces approximately 1 million yards of concrete and more than 4 million tons of aggregate products.

"We have a pretty broad diversity of customers because we have a general contracting community here," said Crouch. "We are also very closely tied to the DOT (Department of Transportation), as well as the municipalities and the marketplace. On the ready-mix side, we're the go-to for specialty concretes and consider ourselves at the forefront of trying new mixes. We are one of the beta (testing)

companies for some of the third-party and admixture companies because I'm a firm believer that the pioneers take all the arrows, but the pioneers also get there first. PB Materials is very open to trying new things and being on the leading edge of any technology within any business that we operate."

That philosophy applies to PB Materials' aggregate side too. More recently, it has entered into production of both wet and dry frac sand in West Texas. In total, PB Materials makes 22 products that range from ultra-fine sand to landscaping boulders. In addition to turning raw materials into finished products, PB Materials recycles concrete and asphalt.

"As required, we will work hand-in-hand with customers to figure out what best suits their needs, and we'll make sure that they're getting the right product for their application," said Regional Operations Manager Chad Mikulec, who runs several of PB Materials' aggregate operations. "We have a quality control staff that ensures the highest quality in all cases, whether that's supplying materials to our own ready-mix operations or to the DOT or contractors. In addition to

KSM delivers a Komatsu HD465-8 mechanical haul truck to PB Materials.





► VIDEO

Operator Homero Villalba loads a Komatsu HM400 articulated truck with a Komatsu PC650LC excavator. "I have run other brands, and the Komatsu is better," said Villalba. "It's fast and big, so I can load trucks and move a lot of material quickly."

standard products, we do a lot of unique, custom specifications."

Outstanding service from KSM

PB Materials is focused on providing outstanding service to its customers and expects the same from the vendors it works with. Crouch emphasized that's a big reason why PB Materials and Kirby-Smith Machinery Inc. (KSM) have a solid, longstanding relationship.

"When it comes to equipment, support is critical to us because any time a machine is down, that's potential dollars lost," said Crouch. "Kirby-Smith's service is impeccable. It's quick. They don't let you down."

Crouch noted that KSM's responsiveness, especially from KSM Territory Manager Kevin Demel, stands out the most, which is partly why PB Materials has been transitioning its fleet from other brands to Komatsu over the

last few years. Demel and other members of the KSM team analyzed PB Materials' operations to determine how PB Materials could maximize efficiency with properly sized machines. Recent purchases include two HD465-8 mechanical haul trucks with approximately 60-ton capacities.

"We went through several scenarios before making the final decision, and during our conversations, Kevin and others on the Kirby-Smith team reached out to Komatsu's engineering department and some other customers to make sure we had all the information we needed and provided a high level of comfort with the purchase,"



Chad Mikulec,
Regional Operations
Manager



Joey Offield,
Operations Manager

said Mikulec. "Higher level service like that — in addition to helping us set up data collection through Komtrax that gives us the information we need to make better decisions about

maximizing production and efficiency — really stands out."

In addition to the HD465-8 mechanical haul trucks, PB Materials utilizes several other Komatsu machines, including HM400 articulated trucks, PC490LC and PC650LC excavators, as well



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Continued . . .

'KSM gives us a same-day or next-day response'

... continued

as WA470, WA500 and WA600 wheel loaders.

"You don't have to have the most experienced operator — a fairly new operator can understand the controls and improve his skills at a pretty reasonable pace," said Operations Manager Joey Offield. "We've had really good longevity out of them. Most of our fleet has over 10,000 hours. KSM gives us

a same-day or next-day response. They've worked with us to find the true solution to our issues, not just a band-aid. They work well with us."

Continued growth

Recent mining operations have led to a new commodity for PB Materials to sell: water.

"Our mining process involves moving a lot of water out of our

way, and we identified value in it," said Crouch. "We initially started out using it as an environmental tool by cleaning it and depositing it in a nearby dead river, which basically brought it back to life. Now, there's fish, ducks, geese and deer. The environmentalists and Texas air quality folks, they really appreciate what we've done relative to our use of water and how we're helping the river."

Crouch continued, "Even with that, we have excess water, which not too many people in this area can claim. We are working with communities to see if they want to put it through their water treatment plants to process it into drinkable water. We are also working with the oil and gas industry to use it for fracking."

The PB Materials team sees continued growth in the near future as well as for the long term.

"We actually have a lot of wind in our sails, and we've identified more areas and different materials to mine," said Crouch. "We're excited about how things look going forward." ■



▶ VIDEO

(L-R) PB Materials' Joey Offield and Chad Mikulec, KSM's Kevin Demel, and PB Materials' Christopher Crouch discuss equipment and service at PB Materials' headquarters in Odessa, Texas. "Kirby-Smith's service is impeccable," said Crouch. "They don't let you down."



Operator Joshua Ellison transports a load of finished product with a Komatsu WA600 wheel loader. "I can move material and load trucks fairly fast," said Ellison. "I like how comfortable it is. You don't feel the bumps in the road like with other brands of loaders I have run. The cab is spacious, and everything is right there in front of you."



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PALO PINTO COUNTY PRECINCT 2

Maintenance staff focuses on giving citizens the biggest bang for their tax dollars by performing a wide variety of services

Just west of the Dallas-Fort Worth metroplex lies Palo Pinto County, Texas — a less hectic option that's still close to the action.

"We're growing," stated Mike Reed, County Commissioner for Palo Pinto County Precinct 2. "There are a lot of new subdivisions. It could grow faster, but we are pretty limited right now because of water. There's a reservoir that's been on the books for about 20 years that's been sped up. Once we get more water, we'll see quite a bit of growth."

A fair portion of the current expansion is happening in Precinct 2, which encompasses about 400 square miles in the northern half of Palo Pinto County. It includes nearly 130 miles of roadway that five



Mike Reed,
County
Commissioner

maintenance employees preserve and repair.

"Our road program goes all the way from potholing to tearing them up and rebuilding; it depends on the quality of road, how old it is and other factors," explained Reed. "The advantage of having us do it is giving citizens the best bang for their tax dollars as it's generally less expensive than hiring outside contractors. We also can respond to needs faster without having to wait for a contractor to get it into their schedule."

Versatility, savings with Gradall

In addition to road maintenance, the staff trims trees, cleans ditches and installs culverts for the citizens of Palo Pinto County Precinct 2. Much of that work is done with a Gradall XL 3100 IV excavator that was purchased from

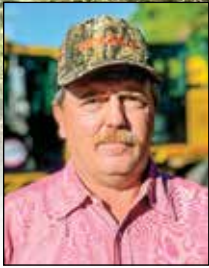
Kirby-Smith Machinery Inc. (KSM) in 2017 with the help of Governmental Territory Manager James McDonnell. Palo Pinto County Precinct 2 had KSM equip the machine with an external hydraulic system and a Promac mulcher attachment. KSM also provides service when needed.

"KSM has been really quick and right on point," said Reed. "I really wanted a Gradall after I saw the state grinding some trees with one, and James found this one for us. I thought it was a highly efficient way to get the job done, and that's proven to be true. It's one of the best investments we have ever made."

Reed continued, "It saves us time and manpower while giving us versatility because we can use it for multiple jobs. It's also safer. For example, when we trimmed trees prior to getting the Gradall, we had five or six people on a site with saws,

Palo Pinto County Precinct 2 uses its Gradall XL 3100 IV excavator for a variety of tasks, including tree trimming, mulching, digging ditches, and moving rocks. "It's one of the best investments we have ever made," said County Commissioner Mike Reed.





► VIDEO

Operator Jeff Roberts trims trees with a Gradall XL 3100 IV excavator equipped with a Promac mulcher attachment on a roadway just outside of Graford, Texas. "The boom extends straight out about 40 feet, and it allows me to reach up to about 35 feet, so I can sit in one spot and get quite a lot done without moving," said Roberts.

a loader, a chipper and more. It was very labor intensive. With the machine, one operator can do it all from the guarded cab in hours compared to days. That keeps several people out of harm's way, as well as frees them up to go work on another project."

Operator Jeff Roberts added that he can take trees from 6 inches to 18 inches in diameter to the ground, depending on their condition. For the most part, however, he uses the XL 3100 IV to trim branches back to the trunk.

"The great thing is that I can do it all from the road with the Gradall," said Roberts. "The boom extends straight out about 40 feet, and it allows me to reach up to about 35 feet, so I can sit in one spot and get quite a lot done without moving. The boom will actually rotate and pivot about 360 degrees, which allows me to get both sides of the tree from one position, and if I'm close enough, get around the tree. The controls are sensitive, which



Palo Pinto County Precinct 2 County Commissioner Mike Reed (left) talks with KSM Governmental Territory Manager James McDonnell. "He's been really nice to work with and has done a good job," commented Reed.

I like because I can manipulate the machine with precision. It absolutely increased efficiency compared to how we did this type of work before."

According to Roberts, roadability is another excellent feature of the XL 3100 IV, noting that he can drive directly to the job site and back to the precinct's maintenance building.

"It has a top speed of 60 miles per hour, which is a pretty good pace," said Roberts. "It can be a one-man operation, and that's definitely a lot easier and more efficient for us." ■



Discover more at
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PINNEY DOZER SERVICE LLC

Oklahoma earthwork contractor gets the job done on schedule and on budget, no matter the project's scale

John Pinney describes Pinney Dozer Service LLC as a company that does “anything and everything dirt-related.”

“From small commercial sites to large mining projects, we have the capabilities to handle it,” said John, who is the president of the Skiatook, Okla., business that he co-owns with his father, Tim. “On the commercial side, we take a property from bare ground to the point where our customer can start the building process. That includes clearing, putting the site to grade, and installing utilities. Mining projects vary from overburden removal and initial mining to reclamation.”

Pinney Dozer Service works in about a 500-mile radius of Skiatook, completing jobs in Oklahoma, Kansas,



**John Pinney,
President**

Texas and Arkansas. The firm's 40 employees are split into four dirt crews and a utility crew.

“Our goal last year was to hit the \$10 million mark, and we did,” said John. “Previously, our highest revenue year was \$8 million. Our main market, which is the Tulsa area,

has been great for construction for several years, and that's actually really helped us expand. We have developed a sizable list of repeat customers who continuously call us back. As they have grown, we have grown with them.”

For decades, that's been part of the Pinney family's formula for success. John's grandfather Jerald Harvel started a utility contracting business in Skiatook in the early 1970s.

Tim joined the company and helped build an earthwork division, then branched out on his own to form Pinney Dozer Service in 1998.

“Dad ran by himself for several years, and early on, the focus was agricultural and then some residential,” recalled John. “When I came on board in the early 2000s, we started to add employees and grow more with an emphasis on commercial, industrial and mining. As we did, we retained most, if not all, of our previous customers and continued to build our list. It seems like everyone we work with likes our services and the fact that we control the sitework schedule, so they don't have to rely on multiple contractors.”

Adopting technology proves profitable

John emphasized that in addition to offering customers high-quality finished products, Pinney Dozer Service is delivering them faster than ever thanks to the adoption of the latest technology. The company started using GPS grade control about a decade ago.

“All of our guys are trained to use GPS, and it's really been a time-saver in terms of surveying and moving dirt faster and more accurately,” John said. “More recently, we adopted digital technology into practically everything we do, which gives us time and cost savings. For instance, all our plans are digital, so we don't have to print off multiple sets of plans.”

Pinney Dozer Service builds some of its plan models and relies on outside companies for others. In either instance, it takes the files and uploads them to its Komatsu intelligent Machine Control (iMC) equipment with integrated GPS grade control. Pinney Dozer Service currently uses D51EXi, D61EXi and

An operator grades a commercial lot with a Komatsu D51EXi-24 intelligent Machine Control (iMC) dozer on a job site in Skiatook, Okla.





► VIDEO

An operator digs a pond with a Komatsu PC210LCi-11 iMC excavator. "The intelligent machines have cut our time to finish and our costs by 20% to 30%," said Pinney Dozer Service President John Pinney.

D65EXi dozers, as well as PC210LCi excavators, to do everything from stripping to trench digging to finish grading.

"Once the plans are uploaded, we're ready to hit the ground running," said John. "One of the biggest advantages is that there is no guessing. The machines always know where they are in relation to finished grade without surveying or a grade checker. We're moving dirt once and doing it accurately. The intelligent machines have cut our time to finish and our costs by 20% to 30%. We're consistently seeing that across all our projects."

John continued, "One area where we have seen big savings is in material placement, such as putting down aggregate base or bedding. It used to be within a tenth or two. The intelligent machines helped us



Charlie Murray,
General Superintendent

tighten that up to being right on the money. Now, when we bid a project for a certain amount of rock, that's what we use. We don't have to figure in any overage."

Service leads to loyalty

In addition to the Komatsu iMC equipment, Pinney Dozer Service uses standard Komatsu machines, including PC88 and PC228 tight tail swing excavators.

"They are especially useful in those situations where you are putting in utilities up against a building or working around traffic," explained John. "They have excellent power and lifting capacity without the worry of a counterweight potentially hitting something when you swing the machine."



Cody Klutts,
Supervisor

John purchased all the Komatsu equipment from Kirby-Smith Machinery Inc. (KSM) with the assistance of Tulsa-based Territory Manager Peyton Chatham, who also helped Pinney Dozer Service's staff learn how to track product, fuel and other critical data with Komatsu's Komtrax telematics system.

"Komtrax is a great fleet management tool," said John. "Our mechanic can see when a machine is close to a service interval. Kirby-Smith tracks the machines too, and if there is any issue, our mechanic can work with Kirby-Smith's service team to resolve it — usually over the phone, even if it's hundreds of miles away."



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Continued . . .

'We don't have any plans of slowing down'

... continued



An operator places material into a pile with a Komatsu excavator.



Pinney Dozer Service President John Pinney (left) converses with KSM Territory Manager Peyton Chatham. "With Komatsu and Kirby-Smith, we haven't had any issues whatsoever," said John.

Services for the newer Komatsu machines are handled by KSM's technicians through Komatsu Care, which Pinney Dozer Service appreciates because it ensures they are done on time.

"Service is a huge factor when we buy our equipment as well as parts availability," said John. "With Komatsu and Kirby-Smith, we haven't had any issues whatsoever — whereas with other brands, we've had major issues and had to wait weeks or months for service. Kirby-Smith has never been like that."

More mining

John is putting more of an emphasis on the mining side of the business going forward.

"There seems to be more of a profit on the mining side of things," explained John. "With a commercial project, you usually come in, work on it, and it's over with. With a mine, you get to create the mine, and you get to clean it up too, so there's a lot more to do."

John concluded, "We're not planning on growing a whole lot more with the present economy, but we don't have any plans of slowing down." ■

With a Komatsu tight tail swing excavator, an operator digs a trench.



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WES' RECYCLING INC.

Cleaning up scrap on his father's farm leads to full-time endeavor for Kansas entrepreneur who now runs two facilities

This year marks the 30th anniversary of Wes Ungeheuer's initial start in the scrap metal industry. It wasn't something he necessarily sought out, but when he started cleaning up his father's farm, he realized that it could be a lucrative business.

"It was May of 1993; I took a load of metal to Kansas City to a shredder, and they paid me for it," recalled Wes. "I just kept hauling stuff up there on the weekends. Next thing I know, a neighbor called and asked about cleaning up his place. So, I did that."

Four years later, Wes bought an 8-acre farm near Centerville, Kan., and turned it into a scrap recycling center. He incorporated Wes' Recycling in 1998 and added a scale in 2001. Wes' wife, Jessica, has helped with the business since the beginning and became the vice president and a co-owner. They have five kids, and their son Justin is now a full-time employee of Wes' Recycling and

performs a variety of tasks such as dispatching trucks and working with vendors.

"When we got married in 2000, it was basically just me, Jessica and a guy that helped out part time," said Wes. "Jessica ran the scale, and I went out, processed scrap, and drove the truck we had. As time went on, we built up a good customer list, and more and more people started bringing scrap to us as well. We kept adding on, and now we're up to about 25 employees, and some of them have been here for about 18 years. The employees have really built the business up and helped us out. With their expertise, we have the capability to handle hundreds of thousands of pounds of ferrous and non-ferrous metal per month."

The largest portion is processed at the company's 24-acre facility in Prescott, Kan., which opened in 2020. In addition to the two facilities, the business offers roll-off services; Wes' Recycling provides 20-yard to 60-yard

containers for customers to load themselves and then Wes' Recycling picks the containers up and performs the service. Wes' Recycling also sells new and used pipe and steel, vehicles, equipment, and fencing supplies. The company typically stays within a 150-mile radius of its two locations.

"I still like to go out and do on-site farm cleanups," added Wes. "We also offer house, commercial building and water tower demolitions as well as concrete removal."

A solid investment

About a year ago, Wes was looking for a new machine and checked out an Atlas 350 MH material handler at a trade show in Las Vegas. An Atlas representative said one was available at Kirby-Smith Machinery Inc.'s (KSM) Kansas City branch. Wes met with KSM Territory Manager Jason Woods and KSM Material Handling Specialist Ralph Faulkner to discuss purchasing the machine.

"It was my first time dealing with Kirby-Smith, and I was highly impressed," said Wes. "Ralph and Jason took the time to get to know my business and what I wanted to accomplish with the machine to make sure it was the right fit. Once we had the Atlas 350 MH on-site, they came down, set it up, and have offered ongoing support since. I want a dealer that I can depend on, and Kirby-Smith does a great job."

Wes' Recycling utilizes the Atlas 350 MH, equipped with a grapple, for multiple tasks such as unloading customers' scrap, sorting and moving materials, and loading processed metal onto trucks at its Centerville facility. The 350 MH has a reach of 53 feet and a transport height of nearly 11 feet. The cab can be elevated 13 feet, 5 inches above the ground to give operators a better view of their work surroundings. With a length of

Wes and Jessica Ungeheuer (center) own and operate Wes' Recycling, which has locations in Centerville, Kan., and Prescott, Kan. Their son Justin (left of Wes) works full-time for the business, and the couple said there are ample opportunities for their other children and family members to join someday.





▶ VIDEO

Operator Eddie Colin loads a trailer with an Atlas 350 MH material handler at Wes' Recycling's Centerville, Kan., facility. "I use it to load, unload and sort, and it has good production in all cases," said Eddie. "I really like the elevating cab because it gives me a good view of the entire trailer as I'm loading. The visibility is good. You can see all around."

18 feet, 9 inches and a width of 14 feet, 8 inches with the riggers out, Wes said it's just the right size.

"I considered smaller ones, but the 350 gives us the reach and height we need, and we really didn't want to go bigger because larger machines are just too much for our yard size," Wes explained. "They also tend to be slower and burn more fuel. The 350 is a great fit, and it's giving us good production."

Wes added, "I generally run machines with wheels, and that's another reason why I liked the 350 material handler. It maneuvers easily, and it has a good-sized working range, so the operator can sit in one spot and get a lot done before it needs to be moved. We see it as a solid investment. I'm really happy with the purchase."

Ample opportunities

Wes noted that both facilities continue to grow, and he hopes more of his children will join the family business in the future.

"Justin is the only one working here full-time right now, but that



An operator uses an Atlas 350 MH material handler to sort material.



(L-R) Wes and Justin Ungeheuer meet with KSM Material Handling Specialist Ralph Faulkner and KSM Territory Manager Jason Woods.

may change," said Wes. "They have ample opportunities with all the different aspects we have. We keep adapting as we go." ■



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INDUSTRY EVENT

CONEXPO-CON/AGG 2023 attendees see the future of construction as manufacturers highlight electric equipment

Electric! That describes both the atmosphere and an abundance of new machines at CONEXPO-CON/AGG 2023, which was held March 14-18 in Las Vegas. With an eye toward sustainability, a host of manufacturers across multiple industries debuted electric and autonomous equipment designed to reduce fuel usage and carbon footprints.

A record crowd of more than 139,000 people attended North America's largest equipment show, which was co-located with the International Fluid Power Exposition (IFPE) at the Las Vegas Convention Center. More than 2,400 exhibitors from 36 countries were spread out across approximately 3 million square feet of exhibit space, which was about 10% larger than the previous show in 2020.

"The innovations in the construction industry unveiled this week will play a role in helping construction professionals drive meaningful and sustainable economic growth," said CONEXPO-CON/AGG Chair Phil Kelliher. "Live events in the construction industry are very important, because you can see, touch and experience the products. That value was reaffirmed this past week across the show floor."

Sustainable focus

Komatsu introduced innovative electric products such as the 20-ton PC210LCE electric excavator that features Proterra's lithium-ion battery technology. It has 451 kilowatt hours (kWh) of battery capacity that offer up to 8 hours of operating time, depending on workload conditions and application.

Suitable for a diverse range of workplaces, including indoors, the Komatsu PC30E electric mini

excavator with a 35-kWh battery and a 17.4-kilowatt electric motor was on display. The PC30E is designed to be fast-charged, and it offers quiet and simple operation with zero emissions and no vibrations.

Attendees had the opportunity to see Komatsu's smallest electric excavator — the PC01E electric micro excavator. Developed jointly with Honda, it is powered by portable and swappable mobile batteries. The new machine is designed for confined

spaces in landscaping, agriculture and construction.

Komatsu's vision for the swappable battery system is to scale up the technology for use in larger micro



Learn more about Komatsu at CONEXPO: https://www.komatsu.com/events/conexpo?utm_source=Komatsu&utm_medium=PressRelease&utm_campaign=ConExpo2023&utm_content=pc900

Continued . . .



Manufacturer representatives were on hand to answer attendees' questions about equipment and technology. "CONEXPO gives us the opportunity to show attendees how Komatsu can be an end-to-end solutions provider with equipment and digital tools that can help increase efficiency and reduce costs," said Komatsu's Brandon Rakers, Senior Product Manager for Technology Business Solutions (pictured above, right).

At CONEXPO-CON/AGG 2023, Komatsu introduced innovative new electric products such as the 20-ton PC210LCE electric excavator that features Proterra's lithium-ion battery technology.



'We had a lot of great conversations at the show'

... continued

excavator models. The PC210LCE, PC30E and PC01E will be available in select markets later this year.

Komatsu also showcased three types of charging infrastructure, as well as its WA electric wheel loader

prototype with a chassis based on the WA70. The wheel loader prototype utilizes an "intelligent electrification system" that features an electric traction motor, lift, tilt and steering cylinders, power electronics, a system

control computer, a battery, and a battery management system.

In addition to electric equipment, Komatsu highlighted its HB365LC-3 hybrid excavator designed for high production and efficiency with low fuel consumption. Its hybrid system can provide an additional 70 horsepower on demand and allows operators to be up to 15% more productive in Power mode. The hybrid's environmentally friendly operation offers up to 20% more fuel efficiency and 20% less carbon dioxide emissions compared to the standard PC360LC-11.

Also on display was Komatsu's suite of Smart Construction solutions — Dashboard, Design, Drone, Field, Fleet, Office, Remote and Retrofit — designed to optimize the job site, as well as its new Smart Quarry solutions that help increase efficiency, improve production, and maintain a high level of performance, such as Smart Quarry Site and Smart Quarry Study.

Lastly, Komatsu featured its intelligent Machine Control (iMC) 2.0 dozers and excavators, along with the new PC900LC-11 excavator, and other construction and forestry machines.

"We had a lot of great conversations at the show and really wanted customers to take away that we are committed to working with them to create value together," said Komatsu's Brandon Rakers, Senior Product Manager for Technology Business Solutions. "CONEXPO gives us the opportunity to show attendees how Komatsu can be an end-to-end solutions provider with equipment and digital tools that can help increase efficiency and reduce costs."

CONEXPO-CON/AGG is scheduled to return to the Las Vegas Convention Center March 3-7, 2026. ■

In addition to electric equipment, Komatsu showcased its new PC900LC-11 excavator, which was paired with a Komatsu HM400-5 articulated truck.

(L-R) Craig Doran, Chad White and Kris Phillips represented Kirby-Smith Machinery Inc. (KSM) at CONEXPO-CON/AGG 2023 in Las Vegas.



(L-R) KSM's Gavin Cole, Zack Burkett Co.'s Mark Ellis and Jared Hampton, Circle C Services' Buddy Clutts, and KSM's Keelan Crosby and Nick Cage visited the Komatsu booth at CONEXPO-CON/AGG 2023 to see the newest developments in the industry.





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INNOVATIVE TECHNOLOGY

Construction equipment electrification: a glimpse into the future of the electric job site

From electric vehicles (EVs) to mining equipment, the shift toward an electric-powered world to reduce carbon emissions — including construction equipment electrification — has already begun.

The Bipartisan Infrastructure Law, which President Joe Biden signed in November of 2021, includes an investment of up to \$7.5 billion for EV charging stations to help build out a national network of 500,000 EV chargers.

Additionally, the Bipartisan Infrastructure Law created a joint office between the Departments of Energy and Transportation to collaborate with local communities and provide technical assistance to support the creation and development of EV charging infrastructure.

Actions are being taken at the state level as well. The California Air Resources Board announced the



Andrew Earing,
Director of
Tracked Products
and Service,
Komatsu

Advanced Clean Cars II rule in August of 2022 that codified Governor Gavin Newsom's climate goals for the state. The rule established that all new cars and light trucks sold in California must be zero-emission vehicles by 2035.

"While electrification is at the forefront of everyone's mind due to automotive, our equipment on the construction site is often creating that infrastructure for electric automobiles," remarked Andrew Earing, Director of Tracked Products and Service at Komatsu. "There are challenges, and we have solutions to those challenges that we are exploring, but it's not going to be a one-size-fits-all solution for the various applications and the various sizes of the products that we provide."

The electric advantage

Komatsu recently showcased a PC210LCE electric excavator and



Kurt Moncini,
Senior Product
Manager,
Komatsu

a fully electric compact wheel loader prototype at Bauma 2022, an international trade fair that was held in Munich, Germany, as well as CONEXPO-CON/AGG 2023 in Las Vegas.

In a press release, Seiichi Fuchita, Chief Technology Officer and President of the Development Division at

Komatsu, noted that for Komatsu to reach its target of reducing the CO2 emissions of products in use by 50% by 2030 (from 2010 levels), and "to achieve carbon neutrality by the end of 2050, we are looking for promising technologies from suppliers to accelerate our electric machine development."

"Industries including construction are trending in the direction of carbon neutrality," added Earing. "We want to be a leader. We are a technology leader when it comes to construction and mining equipment. We feel that electrification is one viable option in the construction space."

With the PC210LCE, Komatsu created an electric excavator from a popular size class.

"We wanted to introduce the 20-ton size class, because it opens us up to a lot of different operating applications and environments," explained Earing. "They're going to be used indoors and outdoors. It's a very diverse size class, and we wanted to get a much better understanding of all those applications and how they work with electrification."

In 2023, the PC210LCE will begin to see real work on the job site.

"In North America, we are going to conduct a pilot program where we will work with many of our customers to jointly test not only this machine, but the solutions for our customers'

An operator places a battery in an electric Komatsu machine. "While electrification is at the forefront of everyone's mind due to automotive, our equipment on the construction site is often creating that infrastructure for electric automobiles," remarked Andrew Earing, Director of Tracked Products and Service at Komatsu.





Komatsu's PC210LCE electric excavator provides immediate advantages over a combustion machine, such as better air quality and reduced noise. "It can operate in areas where it may not have been able to operate before, and for longer durations," said Andrew Earing, Director of Tracked Products and Service at Komatsu.

applications to better understand the benefits to them, and how we can help meet their needs," said Earing.

Meanwhile, a Komatsu electric wheel loader prototype, created in collaboration with Moog, is currently undergoing further tests to enhance and showcase the advantages of a fully electric machine, such as increasing its operating cycle, adding assist functions, and creating a comfortable environment for the operator. The wheel loader also has sensors to add automation capabilities.

Compared to its combustion predecessors, electric machinery provides two immediate advantages: better air quality and noise reduction.

"With a zero-emissions machine, it allows the flexibility for that piece of equipment to operate indoors without harming the air quality around it," said Earing. "It can now operate in areas where it may not have been able to before and for longer durations. When you have a traditional emissions vehicle operating indoors,

air quality has to be monitored, and sometimes the machine must be shut down for extended periods of time to let emissions dissipate."

Metropolitan and urban worksites are often accompanied with restrictions for when a contractor can work — in part to reduce noise pollution for the populace.

"That's why urban environments are another application for electric machines," Earing continued. "It's not only due to exhaust emissions, but also because of sound emissions. Going with an electrified machine, which has near zero sound emissions, allows for an extended operating window for our contractors and customers."

Bridging the gap to construction equipment electrification

While combustion engines will remain crucial to the development of electric infrastructure, there is currently hybrid machinery available to help the transition between 100% combustion and 100% construction equipment electrification.

Komatsu released its first hybrid excavator in 2008, and its most recent model, the HB365LC-3, entered the market in 2017.

"The HB365LC-3 offers increased fuel efficiency without sacrificing power. A topper on the cake is the added benefit of reduced emissions that lowers your carbon footprint and promotes sustainability," said Kurt Moncini, Senior Product Manager at Komatsu. "Based on the Environmental Protection Agency's CO2 formula, the hybrid potentially offers up to a 20% reduction in CO2 emissions compared to the standard PC360LC-11."

The force behind the excavator's fuel savings is its electric swing motor, which offers a glimpse into the capabilities of future electric excavators. The electric swing motor captures and regenerates energy as the upper structure slows down and converts it to electric energy.

Continued . . .

'Swing is fully electric'

... continued

Moncini explained, "It's using energy that would normally be wasted and makes it available to do work, contributing to increased efficiency and decreased diesel usage."

The energy captured during each swing braking cycle is stored in the HB365LC-3's ultracapacitor. Each time the excavator swings, the capacitor discharges electric power to the electric swing motor.

"A traditional battery requires time for the chemical process that releases electricity to occur," stated Moncini. "The heavy work nature of construction equipment places a much faster demand on power transfer. The ultracapacitor's ability to store and discharge energy quickly makes it ideal."

He added, "Since swing is fully electric, all available engine power can go to the boom, arm and bucket when bringing a loaded bucket out of the

ground and over a truck, spoil pile or hopper. This creates a faster cycle time and a very quick, responsive swing."

In addition to powering the swing motor, the ultracapacitor sends electric energy to the engine via the motor-generator. This energy is used to accelerate the engine from an ultra-low idle speed of 700 revolutions per minute (rpm) and improve hydraulic response.

It is this technology that can likely be applied to future electric excavator models to extend battery life and increase power.

"Komatsu has the technology to not only capture but also supply energy into an electric swing motor, which gives the HB365LC-3 up to an additional 70 horsepower that it can use for efficiency needs or even use for additional performance needs depending on the customer's application," said Earing.

Steps toward carbon neutrality

Complete construction equipment electrification and hybrids are at the forefront of construction's push toward carbon neutrality, but electrification is just a part of what the industry sees as a solution to meeting carbon goals.

"We're not just exploring electrification — we're also exploring other technologies that are out there such as hydrogen fuel cells and clean fuels," said Earing. "We're looking at all of these options because we're making sure that we have the right solution for the right job site and customer application."

Earing concluded, "In the future, I would say that the trends that we see in carbon neutral machines will depend on the machine application, plus size and weight. With different sizes, there are going to be different technologies that suit those machines." ■

Hybrid equipment, such as the Komatsu HB365LC-3 excavator, bridges the gap between combustion and electric machinery. "The HB365LC-3 offers increased fuel efficiency without sacrificing power. A topper on the cake is the added benefit of reduced emissions that lowers your carbon footprint and promotes sustainability," said Kurt Moncini, Senior Product Manager at Komatsu.



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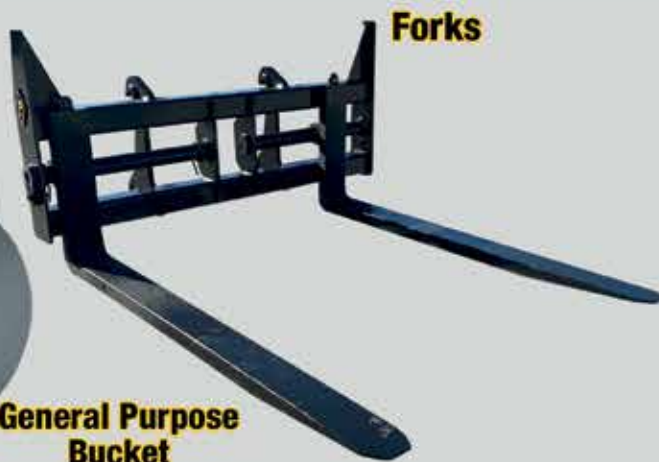


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SMART CONSTRUCTION

Dennis Cox leads a growing team of technology solutions experts committed to helping customers adopt tech, increase savings

What started as one Komatsu intelligent Machine Control (iMC) dozer a decade ago has grown into numerous Smart Construction solutions that help customers save time and costs associated with surveying, recordkeeping, quantity evaluations, billing, and more. Kirby-Smith Machinery Inc. (KSM) is committed to helping customers get the most out of their iMC machines as well as Komatsu's Smart Construction technology such as Smart Construction Remote, Field, Dashboard and others, according to Dennis Cox, Director of Smart Construction for KSM.

Cox joined KSM in October of 2022 and leads a growing team of technology solutions experts (TSEs). Their mission is to help customers adopt Smart Construction, so they can reap the benefits those solutions offer. Currently, KSM has four TSEs,



Dennis Cox,
Director of Smart
Construction,
KSM

and Cox said the company is looking for more.

"We have ambitious plans for current and future growth," Cox stated. "Additional TSEs would give us the ability to get the word out and better support our customers' efforts in adopting and utilizing Smart Construction. We're looking for people who are

comfortable with and interested in technology — GPS experience is a plus — that can train and provide exceptional customer support. That's what it's all about."

Foundation from the Navy

Cox has been supporting customers for more than 20 years, with 17 of those geared toward management and technology. He started in the industry as a field technician a few years after leaving the Navy in 1994 where he was in its nuclear power program as a mechanic.

"That gave me a good foundation in hydraulics and other systems and how they are interconnected," Cox recalled. "I actually went into the bar and restaurant industry when I first got out of the Navy. A large equipment manufacturer in the area that I lived in at the time had a marketing position, so I went to work for them. I came back to Dallas to work in an equipment dealer's hydraulic shop and worked my way up."

Cox continued, "I became aware of Kirby-Smith from some friends, and I heard that it was a great place to work. I saw that right from the start. When I met with the leadership prior to taking the job, I saw their commitment to technology and was very impressed. I knew this was a program that had a big future to it, and I'm very excited about where we're going and what we're doing with it."

Dennis and his wife, LeighAnn, have five children and six grandchildren. He enjoys spending time with family, boating, seeing live music, and occasionally golfing. ■

Director of Smart Construction Dennis Cox (center) and TSE Eddie Garcia (left) talk about technology with Weaver Excavating & Septic LLC Project Manager Scott Shelton.





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WIRTGEN's AutoTrac system for stabilizers and recyclers increases efficiency, reduces environmental impact

Using environmentally friendly processes and handling valuable resources responsibly are becoming more important in the areas of soil stabilization and cold recycling. Cost-effective realization of these processes is only possible when they are efficiently executed. With the launch of the AutoTrac system for its WR Series, WIRTGEN now offers a technology that focuses precisely on this.

Soil stabilizers are used for resource-efficient preparation of pavement bases on infrastructure projects. A subbase with insufficient load-bearing capacity is transformed into resilient materials that can withstand heavier loads. This process takes the existing soil and adds and mixes in binding agents such as cement and/or lime. In the case of cold recycling with the WR Series machines, damaged asphalt layers are milled and resized in a single operation, rebound by the addition of

binding agents and water, and then repaved. New base layers produced by this process have extremely high load-bearing capacities.

Automatic steering for optimal overlaps

By enabling precise, automatic steering, the AutoTrac system helps WIRTGEN machines achieve greater process efficiency and, as a result, a high degree of environmental sustainability. It steers the machine accurately within tolerances of a few centimeters on the basis of a previously established reference strip and a specified overlap of adjacent strips, which enables consistent utilization of the machine's ideal working width. AutoTrac relies on various global navigation satellite systems for precise control of the machine's position and direction of travel. The system is operated from an additional control panel that also enables the operator to

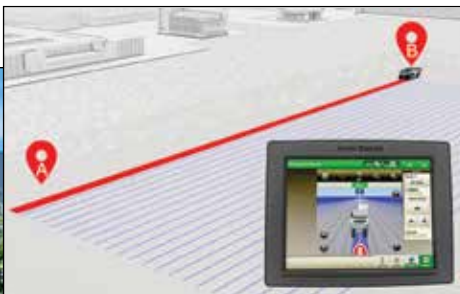
view information about the position of the machine and previously completed strips.

Shorten completion time

Adhering to the pre-set overlaps reduces the consumption of binding agents, consumables and fuel, making the carbon footprint smaller and shortening the project's completion time. The result is increased project efficiency, as well as cost-effectiveness and reduced environmental impact.

Reduce operator workload

Manual steering of the machine always requires considerable effort when it comes to avoiding unprocessed gaps in the ground being worked. AutoTrac's automatic steering assists the operator and reduces the workload. Maintaining the desired overlap avoids unwanted gaps in the final results. The operator can concentrate entirely on the mixing process and keep an eye on what's going on around the machine. ■



WIRTGEN's AutoTrac system for WR Series recyclers and stabilizers provides automatic steering for increased efficiency, resource conservation and reduced operator workload.





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Series of updates transforms Manitowoc's popular 999 into the new MLC250 that offers high production in multiple markets

The Manitowoc 999, regarded as the contractor's choice in the 275-ton crawler class for over two decades, extends its reign to the next generation with the introduction of the new MLC250. Key specifications largely remain unchanged, with the new MLC250 using the same #82 boom sections that provide a max boom length of 290 feet and class-leading load charts.

The MLC250 includes significant updates while retaining the characteristics that built the 999's reputation in the infrastructure, refinery and commercial building end markets. The improvements are designed to make operators and service technicians work more efficiently — and in greater comfort. Fleet owners benefit from the extra flexibility and cost savings offered by this crane as it shares parts with many of Manitowoc's current and legacy models.

One key change is the switch to open-loop hydraulics, versus the closed-loop system on the 999. Now, every main function (aside from swing) is powered by the same two main pumps, reducing the parasitic load. With fewer pumps constantly requiring power, operators will see a more robust overall hydraulic performance, along with faster engine starting in cold weather.

Several major changes have been made to the carbody as well. The counterweights now double as part of the upper deck and serve as a more stable walking platform. Taking inspiration from the MLC100 and MLC150, the new model features fabricated steel component enclosures with swing-open doors, which improve compartment access and mobility around the crane. The upper platform is easily reached via new steps mounted onto the undercarriage.

The crawler tracks are offered in a standard 48-inch shoe width and an optional 60-inch width for greater stability and reduced ground pressure. The crawler drive motor is relocated from the carbody to the tumbler to provide better performance.

Roomier cab, modern controls

Operators will appreciate the improvements in ergonomics with a wider standard cab with an optional 20 degrees of hydraulic tilt. For more space, the MLC250 can be ordered with the Manitowoc Vision Cab, which is also offered on MLC300 and MLC650 models. With these cab updates, the legacy EPIC system is replaced with the more user-friendly Manitowoc Crane Control System (CCS).

"The Model 999 has been a firm favorite with contractors in the heavy construction and energy sectors for 20 years, providing enough reach and capacity to tackle virtually any job," said Brennan Seeliger, Product Manager at Manitowoc Cranes. "Feedback received through our Voice of the Customer new product development

process showed that users were still satisfied with its performance, but there were areas that could be enhanced to bring it in line with our newer crawlers. Following a wide range of updates, it seemed only logical to move the 999 into the MLC lineup, which shares many of those same features." ■

Manitowoc's new 275-ton crawler class MLC250 has a max boom length of 290 feet and class-leading load charts. It includes significant updates designed to make operators and service technicians work more efficiently — and in greater comfort.

Quick Specs

Model
MLC250

Class
275 tons

Max Boom Length
290 feet

Industries
Infrastructure,
Refinery,
Commercial Building



IN THE SHOP

High school students gain real-world service technician experience through internship with Kirby-Smith Machinery Inc.

It's no secret there is a shortage of service technicians in the heavy equipment industry. Kirby-Smith Machinery Inc. (KSM) took a proactive approach to recruiting and training potential employees by giving promising high school students the opportunity to be interns at two of KSM's Texas branches during the 2022-23 school year.

KSM partnered with Dubiski Career High School — part of the Grand Prairie Independent School District (GPISD) — because of its four-year Applied Agriculture Engineering program, which is within the school's Human Services Transportation Academy.

"The students are going through a technical program at Dubiski that focuses on the basics of automotive and diesel technology that gives them a background in the functions of engines, transmissions and other systems," said Mark Millage, Central



Van Ratsaphangthong,
Career and
Technical Education
Academy Director,
GPISD

Regional Service Manager for KSM. "Our training director heard about it, and we decided to tour the school. We were very impressed, so we collaborated to start this program."

Millage, Dallas Service Manager Bobby Deaton, and Fort Worth Service Manager TJ Iannacone selected five candidates — four juniors and one senior — for interviews and were so impressed by the students that all five were invited to participate in the internship. In addition to their high school program, most of the students had some background working on machinery through family farms or part-time jobs.

"We looked for several attributes such as initiative, as well as experience and their desire to pursue a career as a technician," said Deaton. "The students we chose had the whole package. We couldn't be more pleased with them. They come to the shop, punch in, and go straight to work. With the mentors' guidance, they are learning to do

everything from moving machines to inspections to working on the electronics and hydraulics. They get a taste of everything."

Future career possibilities

As interns, the students spend two or three days per week in either KSM's Dallas or Fort Worth service shop where they are mentored by experienced technicians. The school district transports the students to and from the shops. The students also have the option to work during non-scheduled hours such as during holiday breaks. KSM pays them for all hours they put in, and they earn school credit.

"This is a great way for them to experience what it's like to work in a shop on a day-to-day basis and see all aspects of what service techs do, from the basics of routine services to troubleshooting to all types of repairs," said Iannacone. "We hope it reinforces their desire to choose this career path. Additionally, we see this as a way to get potential Kirby-Smith techs started at an early age."

The hands-on aspect and time spent with experienced mentors is extremely valuable, according to Van Ratsaphangthong, a GPISD Career and Technical Education Academy Director.

"It's a great opportunity to actually do the work versus hearing about it or watching a video," he said. "Being in the shop lets them see whether this is the right fit for them, and it's okay if it's not. What we are seeing is that all the students are highly engaged and interested in pursuing this as a career. Everyone involved believes this partnership with the school and Kirby-Smith is a win, and it's potentially a future pipeline for students to become full-time employees at Kirby-Smith."

Oscar Dalicia greases a machine at KSM's Fort Worth, Texas, shop. "I have a passion for big equipment," stated Dalicia. "The ability to work on it through this internship program is fun and valuable at the same time."





The interns work with mentors to learn how to diagnose, inspect and repair machinery. "I really like this program because every day I get to work on something new," said Aiden Ochoa (pictured above, right). "It's a really good environment, and I just love working here."

Oscar Dalicia, the lone senior in the program, can already see himself working in a KSM shop someday. He is hoping to attend the Komatsu Advanced Career Training Program at Oklahoma State University Institute of Technology (OSUIT) in Okmulgee, Okla., which is a two-year program that alternates between time on campus and time at a Komatsu distributor's shop. Participants earn an associate degree in applied science when they complete the program and are often sponsored by a Komatsu distributor.

"I have a passion for big equipment," stated Dalicia, who works in the Fort Worth shop. "The ability to work on it through this internship program is fun and valuable at the same time. Having an experienced mentor guiding us really adds to the experience, because we learn so much from them. I definitely can see this as a long-term career path."

Jose Pedroza, a junior, shared a similar outlook.

"At our age, it's hard to choose what you want to do as a career, but when we got to this program, and I saw the structure of how [KSM] works and how their employees operate, it's definitely what I want to do as a career," said Pedroza. "We get paired



(L-R) KSM team members Mark Millage, TJ Iannacone and Bobby Deaton work with interns Steven Quinonez, Aiden Ochoa, Oscar Dalicia, Jose Urtiz, and Jose Pedroza at KSM's Dallas and Fort Worth, Texas, shops.

with experienced technicians, and any job they are doing, we get to help. In an industry like this, experience is the best teacher, so getting to come out and work with the techs and on the machines is awesome."

Potential continuation

Both KSM and GPISD personnel see the internship as a success. They hope to continue the program and potentially expand it in the future.

"Discussions have taken place, and we see the possibilities, including getting kids in their sophomore year of the Applied Agriculture Engineering program involved," said Ratsaphangthong. "The kids

are getting great knowledge through their school program, and this has just built on that and benefitted everyone involved."

Millage added, "We are really focused on developing talent. It's difficult to find qualified techs, and this program can be a way for us to potentially expand the talent pool. It's become a very good relationship. The kids do a tremendous job, and we couldn't be happier with how this has worked out." ■



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TECH TALK

New replacement monitors, GNSS receivers provide upgrades to your existing intelligent Machine Control devices

Komatsu's intelligent Machine Control (iMC) equipment has always been on the cutting edge of technology that automates grading and excavating. To ensure that's the case on all models of iMC equipment, Komatsu has now introduced remanufactured, upgraded machine control monitors and GNSS (global navigation satellite system) receivers.

"Komatsu always looks to upgrade its equipment and components in order to increase our customers' efficiency and production, and we updated these devices to the latest technology as well," said Goran Zeravica, Senior Product Manager, Reman. "There have been slight changes to the hardware, but the



Goran Zeravica,
Senior Product
Manager,
Reman,
Komatsu

biggest upgrades came in software that makes them even more effective than the previous models."

The new devices are replacements for the original monitors in iMC dozers and excavators and their GPS/GNSS receivers. All are now Komatsu Genuine Reman with proprietary technology, including the PH700 iMC excavator monitor (replacing the older X31) that shows operators where cuts and fills are, as well as other job site features. Users can upgrade their GX-60 to a new GX-55 in iMC dozers. As with the PH700, the GX-55 shows cuts and fills and other job site features.

Previous MC-i3 GNSS receivers have been replaced with new MC-i4

models, which provide GPS/GNSS positioning for the machine, so it knows where it is on the job site and in relation to final plan elevations.

Available through distributors, My Komatsu

"As with cell phones, which you upgrade periodically to have the latest technology, we encourage you to do the same with your iMC devices," said Arash Moghaddamzadeh, Product Manager, Reman Products and Forestry Aftermarket. "These new devices are available through your Komatsu distributor by contacting your product support representative, technology solutions expert, or through the parts department. Additionally, they are available as Reman by using your My Komatsu account." ■



Komatsu Genuine Reman devices for intelligent Machine Control (iMC) dozers and excavators feature proprietary technology that helps increase earthmoving efficiency.





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NEW PAYMENT OPTION

Komatsu Care Plus Cost Per Hour gives you a fixed hourly rate on unlimited services for 60 months

As your machines age, increase certainty in your owning and operating costs with Komatsu's new Komatsu Care Plus Cost Per Hour program that delivers unlimited scheduled maintenance services at a fixed rate for 60 months.

"Komatsu Care Plus Cost Per Hour is a subscription-style billing plan that gives customers a very cash-flow-friendly alternative and lets them extend coverage beyond the complimentary maintenance period," said Komatsu National Accounts Manager Felipe Cueva. "There is a nominal, up-front, opt-in charge. Customers then lock in their cost per hour for that 60-month period and are billed based on the machine's monthly usage. Price protection is built in. The rate doesn't change, which offers a hedge against inflation and rising costs."



Felipe Cueva,
National Accounts
Manager,
Komatsu

The benefits of Komatsu Care Plus Cost Per Hour include:

- Unlimited hours
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- Price protection
- Total periodic maintenance (oils, filters, labor, travel and oil sampling)
- Monthly payments based only on machine utilization reported in Komtrax
- National coverage

How it works

"For example, if the rate on their particular machine is \$5 per hour and the customer used the machine for 10 hours, they would be billed \$50," Cueva explained. "If they put 100 hours on the machine, the cost would be \$500 for that month."

The usage is tracked with Komatsu's Komtrax telematics system to ensure accurate billing.

"Added peace of mind comes in knowing that, as with other Komatsu Care programs, the services performed with Komatsu Care Plus Cost Per Hour are done by certified technicians," said Cueva.

He also noted that Komatsu Care Plus Cost Per Hour is restricted to current production models such as Dash-11 excavators. Hourly rates vary depending on machine. Once the initial 60-month period ends, customers may opt in again at the current rate.

"Customers can cancel their subscriptions at any time after 1,000 hours and two completed services without penalties or fees," said Cueva. "We encourage anyone who wants more certainty in their costs to check this out, as well as other options through My Komatsu. Your local Komatsu distributor can help get you covered." ■

Komatsu Care Plus Cost Per Hour locks in a fixed hourly rate for 60 months, and customers are billed on their monthly usage, which is tracked with Komatsu's Komtrax telematics system to ensure accuracy. Services are performed by certified technicians.



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ASK THE PSSR

Cody Christopher discusses the essentials of adding DEF to your Tier 4 machines to ensure continued peak performance

During the past decade, diesel exhaust fluid (DEF) became increasingly prominent in the construction industry. Its function is to reduce the nitrogen oxides in diesel exhaust emissions.

"Less harmful emissions are better for the environment," stated Cody Christopher, Regional Product Support Sales Manager at Kirby-Smith Machinery Inc.'s (KSM) Abilene, Texas, branch. "It's a consumable, so it's not changed. You simply add it just as you would diesel fuel, and like fuel, there is a gauge in the machine that lets you know when it's low. Typically, the tank is located on the right-hand side of a machine and is distinguishable by a blue cap that signifies DEF."



Cody Christopher,
Regional Product
Support Sales
Manager,
KSM,
Abilene

Christopher emphasized that cleanliness is essential in the filling process, which is simple.

"Take a wet rag, or a bottle of water and a rag, and clean off the cap and the area around it before you remove the cap, and try to get any contaminants away," said Christopher. "Once you get contamination in the tank, it can be a costly repair. DEF usually comes in a jug with a spout inside. After removing the lid, screw the spout on and carefully pour directly into the tank. Replace the cap."

Store properly

Temperature and sunlight can affect the quality of DEF, so it should be stored indoors in a climate-controlled environment, ideally between 23 degrees Fahrenheit and 85 degrees Fahrenheit.

"It's not good to have containers in the bed of a pickup," stated Christopher. "Where and how it's stored affects shelf life. You should never use DEF fluid that has exceeded that or if there is a question of its age and quality. It's not worth the risk."

Christopher added that each KSM location stocks DEF, so customers can stop in and pick some up.

"We typically have plenty on hand," he noted. "If a customer wants any information about DEF and how it affects their machine, or about other parts and service-related items, they can always give their PSSR (Product Support Sales Representative) a call. We're here to be a resource for their needs." ■



Discover more at
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► VIDEO



Regional Product Support Sales Manager Cody Christopher pours DEF into a machine. "Typically, the tank is located on the right-hand side of a machine and is distinguishable by a blue cap that signifies DEF," noted Christopher. "You simply add it just as you would diesel fuel, and like fuel, there is a gauge in the machine that lets you know when it's low."



ASK THE PSSR

Billy Smith explains the benefits of the various Komatsu Care programs that ensure services are done on time

When Komatsu debuted its Tier 4 equipment, it also introduced Komatsu Care, which is complimentary and covers routine, scheduled services for the first three years or 2,000 hours.

"Komatsu Care is a great program that ensures the 500-hour intervals are covered and done on time by our certified technicians, including oil sampling, and all oils and filters are included," explained Billy Smith, Product Support Sales



Billy Smith,
PSSR,
KSM,
Odessa

Representative (PSSR) at Kirby-Smith Machinery Inc.'s (KSM) Odessa, Texas, branch. "We monitor customers' machines, and when a service is getting close, we contact them and set up a convenient time and location that limits downtime. That's peace of mind for the customer that their machines are properly maintained, so they continue to be productive."

According to Smith, another benefit is that wherever a machine is, it's covered — even if it's outside KSM's territory. The local Komatsu

dealer will service it, and KSM personnel will help you set up the appointment.

Pick your plan

Smith emphasized that customers can get further peace of mind with add-on programs such as Komatsu Care Advantage, Komatsu Care Plus, Komatsu Care Plus II, and Komatsu Care Plus III. Komatsu Care Advantage offers extended repair coverage that includes parts, labor and diagnostics. Komatsu Care Plus extends the complimentary Komatsu Care maintenance plan, while Komatsu Care Plus II offers both extended maintenance and repair. Komatsu Care Plus III provides extended maintenance, repair and consumables.

"There is a cost to the Komatsu Advantage and Plus programs, but the benefit is that it's fixed, and customers will know what it is while also knowing that their machines are still being maintained," said Smith. "Each can be extended up to 10,000 hours, in most cases. As we continue to monitor the machines, we can see how they are performing and potentially head off catastrophic issues. What's really good is that customers who have a My Komatsu account can see the same information we do, so even if they are relying on us to maintain their machines, they also have up-to-date information."

Smith concluded, "We can help customers choose the right plan for their machines and budgets, so they can contact me or their local PSSR for more information." ■

PSSR Billy Smith checks on a customer's machine that is covered under one of the Komatsu Care Plus programs. "When a service is getting close, we contact them and set up a convenient time and location that limits downtime," said Smith.

▶ VIDEO



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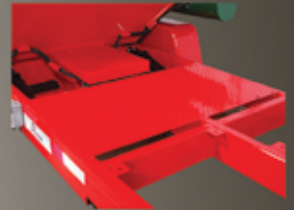
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FACES OF KIRBY-SMITH MACHINERY

Kirby-Smith Machinery Inc. promotes David Kellerstrass to vice president of product support

David Kellerstrass has been promoted to vice president of product support at Kirby-Smith Machinery Inc. (KSM). Kellerstrass, who joined KSM in 2019, had previously served as general manager of product support sales. With the retirement of former Vice President Brad Campbell, he now takes over the leadership of the heavy equipment distributor's product support operations, which encompass over 450 parts and service employees throughout 12 locations in Oklahoma, Texas, Kansas and Missouri.

In his new role, Kellerstrass will lead KSM's efforts to enhance, strengthen



**David Kellerstrass,
Vice President of
Product Support,
KSM**

and grow its product support offerings and improve the overall customer experience. The company has carefully worked to form a structure of regional service managers, regional parts managers, and regional product support sales representative managers to support customers, employees and manufacturing partners in the wake of current and expected growth.

"David has displayed great leadership in his time at KSM and is a tireless champion for the culture we strive to build," said KSM Chief Operating Officer Jeff Weller. "With his dedication to providing exceptional customer service, improving internal

processes and supporting our people, I am confident our parts and service operations will grow and excel under his watchful care."

With well over a decade of experience in Komatsu dealership operations, Kellerstrass is grateful for the opportunity to lead KSM's product support efforts at the highest level.

"Kirby-Smith Machinery has an amazing culture of supporting both our customers and team," said Kellerstrass. "We are going to continue to build on that foundation as we grow our support capabilities and search for new opportunities to partner with customers in creating solutions to the challenges they face." ■

Matt White promoted to general manager of road and mineral products

Kirby-Smith Machinery Inc. (KSM) has named Matt White as its new general manager of road and mineral products. White brings over 13 years of combined OEM (original equipment manufacturer) and distributor experience to the role for road construction and crushing/screening equipment, providing him with both a well-rounded knowledge of the market and the proper skill set to lead this important business segment for KSM. He will be responsible for managing the WIRTGEN GROUP family of products (WIRTGEN, VÖGELE, HAMM and KLEEMANN) for KSM, as well as LeeBoy, Rosco, Masaba, Falcon and Broce Broom. White will also oversee



**Matt White,
General Manager
of Road and
Mineral Products,
KSM**

the division's team of product specialists, application specialists and specialized product support resources.

White joined KSM in 2021 as a product support sales representative, most recently serving in a support role for crushing and screening applications. Joel Cook, Executive Vice President and General Manager – Construction Group for KSM, believes White's leadership and specialized experience in the market will serve KSM well with the opportunities ahead as Oklahoma and Texas continue to grow their road and highway budgets.

"Matt's energy, work ethic and determination to take care of our customers will be instrumental

as we continue to strengthen our partnership with the WIRTGEN GROUP and our other equipment manufacturers for road construction and mineral products," said Cook.

White was originally drawn to KSM's culture and growth opportunities. Now with a team to lead, he is focused on providing customers with first-class equipment and support within the road and aggregate markets.

"Kirby-Smith Machinery has a team unlike any other, which has led to successful growth and uniquely close partnerships with manufacturers and customers alike," said White. "I am grateful for the opportunity to lead our road and minerals division in providing customers with the best end-to-end equipment experience possible." ■

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FACES OF KIRBY-SMITH MACHINERY

Two full-time jobs and volunteer fire duties within a rapidly growing city keep Waco Parts Manager Clayton Willis busy

Clayton Willis likes to say he has two full-time jobs, and one had a direct effect on him eventually becoming a team member at Kirby-Smith Machinery Inc.'s (KSM) Waco, Texas, branch.

"My brother and I bought a ranch about 20 years ago in a very rural area around Waco; we have 117 acres and cows, so that's one job," explained Willis, who is originally from Houston. "At the time we bought it, I was a district manager for a grocery company. I wanted to live on the ranch, and I couldn't do that with the position I had, so I was looking for something else. A friend suggested I look at the heavy equipment industry because there were good jobs in the area."

Willis found one working in the parts warehouse of an equipment dealer about 10 years ago.

"I had no experience in the industry, but I was able to learn the trade, and it gave me what I needed to get a foot in the door at Kirby-Smith," said Willis. "I was recruited to come here by another employee and help open this branch a few years ago. It turned out to be a really good choice, and we have continued to grow ever since. It went from basically me, myself and I to a staff of more than 20 people who service the Waco area with equipment sales, rentals and support."

That support includes a parts staff that's overseen by Willis. The parts department has a large inventory of items for all the manufacturing lines KSM carries.

"Our inventory is constantly growing right now because our business is growing so much — Waco is booming," said Willis. "We recently



Clayton Willis,
Parts Manager,
KSM,
Waco

added our fourth parts person. I believe I have helped build this thing from the ground up, so it has been a real nice experience for me. Kirby-Smith has treated me very well."

First responder

Willis emphasized that KSM's expansion is mainly because the branch prioritizes having inventory on hand and taking care of customer needs quickly to minimize downtime.

"One of our competitors could not get a transmission that a mine needed, so the mine called us, and we were able to locate the transmission and have it here within a few days," noted Willis. "We earned their business and

their respect. We try our best to give them the personal touch. We get back to them right away when they call, no matter what the answer is. They appreciate that."

In addition to his full-time jobs, Willis serves the community as a first responder. He's an assistant chief at the Seale-Round Prairie Volunteer Fire Department and is on call 24/7. In his free time, he enjoys hunting on his ranch and spending time with his three grown children and three grandchildren, who he calls "the apple of my eye." ■



Discover more at
KirbySmithConnection.com



Waco Parts Manager Clayton Willis (right) discusses inventory and customer support with KSM personnel. "Our inventory is constantly growing right now because our business is growing so much — Waco is booming," said Willis. "We recently added our fourth parts person."



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FACES OF KIRBY-SMITH MACHINERY

Finance Manager Susan Rader enjoys helping customers and working with her friends in the industry

Susan Rader instantly knew she wanted to stay on board with Kirby-Smith Machinery Inc. (KSM) when it purchased the previous company she worked for.

"Kirby-Smith is a fantastic company," said Rader, who is currently the finance manager for North and Central Texas. "When the purchase happened, a lot of us were scared, but Kirby-Smith kept everybody, and they've treated us like family ever since."

Like many of her coworkers, Rader has stayed with KSM since 2009, but she has changed locations, from Dallas to KSM's Waco branch. Her role involves assisting sales representatives and customers in the Dallas, Fort Worth, Abilene and Waco markets with their financing needs.

"We are a very close-knit group of people," noted Rader. "I think when I came here there was nine of us total, and now we have about 25 people. All the offices are full, and we are all a family. I have a great relationship with all of the sales guys. I absolutely love my job!"

Rader admits that hasn't always been the case with her various positions throughout her nearly 30-year history in the equipment industry. It started with a job answering phones for a dealership in Dallas, and Rader worked her way up into inventory control. She eventually left for a similar position with HAMM (now part of the WIRTGEN GROUP) in Dallas. When HAMM moved operations to Tennessee, she stayed in Dallas and went to work for Continental Equipment, which was then purchased by KSM.



Susan Rader,
Finance Manager,
KSM,
Waco

"The day I went to work for Continental, their finance manager quit, so the gentlemen that hired me asked if I thought I could do that job," said Rader. "I knew absolutely nothing about finance. He said not to worry about it, I would learn. I latched onto a couple lenders — who I'm still friends with to this day — and they helped me."

Enjoying family time

The move to Waco put Rader and her husband, Russell, almost directly in the middle of their two children and two grandchildren, who live in

the Dallas and Austin areas. They all love to spend time with each other.

Rader, who is originally from Michigan, is also a big fan of "fast" cars and bought a 2006 Roush Mustang a few years ago.

"I grew up around them and drag raced on the weekends," she recalled. "I always wanted one, and we found the Mustang with just a few thousand miles. We enjoy taking it out for a spin and giving the grandkids rides. It's a blast." ■



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KSM Finance Manager Susan Rader talks with one of her team members in Waco. "Kirby-Smith is a fantastic company," said Rader. "I absolutely love my job!"



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NEWS & NOTES

Kirby-Smith Machinery Inc. restructures marketing department

Kirby Smith Machinery Inc. (KSM) recently made several changes to its marketing department.

"This reorganization of our team is necessary to support future growth and maintain our current infrastructure as we strive to improve the way we help customers engage with the Kirby-Smith Machinery brand," said Cody Ward, who is the director of strategy, marketing and M&A for KSM.

Jennifer Gordon will now serve as the manager of marketing technology & operations. In this role, she will focus on marketing systems to build out new capabilities in technology and ensure sustainable processes that enable KSM to reach future growth goals.

KSM has also promoted Andrew Clouse to manager of branding

& communications. Clouse will focus on growing and strengthening KSM's brand through creative content development, advertising efforts and marketing communications.

Both Gordon and Clouse will report to Ward. Each will now also have their own team members reporting to them as well, with Website & SEO Specialist Larissa VanDuzer and Lead Generation Coordinator Lisa Alonzo reporting to Gordon, and

Marketing Associate Amy Strotman reporting to Clouse.

VanDuzer is a long-time marketing employee who will continue to be a value driver for KSM, supporting the backend of its technology stack and SEO efforts. Alonzo will be responsible for capturing and administering inbound leads. Strotman will assist branding and communication initiatives, including the management of KSM's employee store. ■



(L-R) KSM's marketing department includes Cody Ward, Amy Strotman, Andrew Clouse, Larissa VanDuzer, and Jennifer Gordon.



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SERVING YOU BETTER

Komatsu restarts production of popular HM400-5 articulated haul truck at its Chattanooga Manufacturing Operation

Due to the growing demand for off-road trucks in construction, quarry and mining operations throughout North America, Komatsu is once again producing its HM400-5 articulated haul truck at its Chattanooga Manufacturing Operation (CMO) in Tennessee. The trucks were produced at CMO in the mid-2000s, but production shifted to Japan, where it has remained until now.

"The HM400 is a very popular truck because it's built



Rod Schrader,
Chairman/CEO,
Komatsu
North America

for reliability and durability," said Bruce Boebel, Director of Products and Services for Wheel Products at Komatsu. "We're excited about reshoring production here in North America. As trucks are completed, they're on a lowboy going to a customer's site immediately."

Komatsu designed the 473-horsepower HM400-5 to move material across challenging terrain while delivering productive,



Bruce Boebel,
Director of Products
and Services for
Wheel Products,
Komatsu

consistent performance for operators of all skill levels. It has a 44.1-ton payload and a low loading height of 10 feet, 5 inches.

"The HM400-5's versatility makes it a great fit for a variety of applications," Boebel noted. "A dump bed for hauling materials is most common with the HM400, but they can be customized for water and lube trucks too."

First off the line

Rogers Group Inc., an aggregate producer and highway construction

To support growing demand in North America, Komatsu is once again producing HM400-5 articulated haul trucks at its Chattanooga Manufacturing Operation in Tennessee. The factory also produces excavators and forestry products.





Quick Specs

Model	Gross Horsepower	Gross Vehicle Weight	Payload
HM400-5	473 hp	165,644 lbs.	44.1 tons

▶ VIDEO

Komatsu's 473-horsepower HM400-5 articulated haul truck delivers performance for operators of all skill levels.

company based in Nashville, Tenn., purchased the first HM400-5 off the CMO line and is using it in one of its 70-plus quarries, along with many other Komatsu products.

"We have found as we study owning and operating costs of all our fleets that the HM400 gives us the best overall value [on articulated trucks]," said Darin Matson, President and CEO of Rogers Group. "Komatsu is a big supporter of our industry, and that's something we look at in our equipment-buying decisions. Of course, we think it's great that they are building the HM400 right here in our home state."



Darin Matson,
President/CEO,
Rogers Group Inc.

Optimum traction in soft ground conditions

The HM400-5 features the Komatsu Traction Control System (KTCS) that is designed to provide excellent traction in soft and slippery ground

conditions without sacrificing steering performance. If conditions worsen and the truck detects tire slippage, the inter-axle-lock kicks in. If tire slippage continues, it will automatically apply an independent brake to the wheel on which the slip was detected to help regain traction.

Boebel added, "The hydro-pneumatic seat suspensions help cushion the ride for operator comfort and reduced fatigue."

An integrated payload meter is standard and displays loaded-material weight on the in-cab monitor. External lamps illuminate green, yellow or red as the payload increases to help prevent under- and over-loaded haul cycles.

Komatsu made service convenient with a lightweight resin hood

and a cab that tilts rearward for easy access to the engine and transmission. Production data and other information is stored on board the HM400-5 and is accessible by plugging a laptop into a port or remotely via Komtrax. Users can monitor daily, weekly or monthly detailed data to allow for full production studies.

"We have seen the demand for our HM400-5 trucks grow significantly in both the U.S. and Canada, which is why we began producing the trucks here in the U.S.," said Rod Schrader, Chairman and CEO, Komatsu North America. "The domestic production of this popular truck supports Komatsu's commitment to jobs and manufacturing in the U.S." ■



Watch the video

A NEW WAY TO TACKLE

WINDBLOWN WASTE COLLECTION

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Great solutions often stem from difficult problems. This was the case when Terramac developed its rubber tracked debris collection system. Windblown waste is a common issue among landfills and is easily worsened by severe weather. Collection of this lightweight debris has traditionally been done by crews on foot. While once sufficient, this method was never the most cost-effective or efficient. And when labor shortages began impacting the industry, the problems with windblown waste collection were exacerbated by the added challenge of finding adequate personnel.

VIDEO



EQUIPMENT SOLUTION

Quick to react, Terramac, a U.S.-based crawler carrier manufacturer, produced a welcome solution proven to dominate windblown waste collection by reducing manpower and labor requirements while saving time and money.

Terramac's debris collection system features a powerful 74-HP vacuum engine that provides 12,000 CFM of airflow for suctioning the windblown waste from fence lines and highways. Debris travels up the boom before being pushed through a 28" impeller fan, which mulches the trash as it enters the 14-cubic-yard hopper. The machine is operated by a single person who can control the hoist system, boom, and winch from within the cab for added operator safety.

"It's extremely exciting to see manufacturers like Terramac producing innovative equipment that simplifies work and solves an industrywide problem," says Sam Schneider, General Manager of Industrial Equipment at Kirby-Smith Machinery Inc. "This one machine takes the place of a three-man crew, making it an asset for our landfill customers working to keep up with lightweight waste collection."

Terramac's signature feature, low ground pressure, is ideal for this application, allowing operators to maneuver effortlessly along fence lines, no matter how narrow the path or challenging the terrain. Fully loaded, the unit exerts 5.3-PSI.

MULTI-PURPOSE USE

The debris collection system attaches to Terramac's crawler carrier with a hooklift-mount configuration. This method provides advanced versatility with the ability to quickly change various bed styles and support equipment to increase overall carrier utilization. Therefore, the carrier can be repurposed with a dump bed for hauling daily cover, a hydroseeding unit for applying alternative daily cover and so much more.

"What's great about this unit is that its versatility is endless," explains Matt Slater, Terramac VP of Business Development. "Today a landfill may need it for debris collection, but when priorities shift, they can continue to utilize the carrier for other tasks."

The carrier's hooklift, which supports the debris collection system, is also interchangeable with most truck-mounted attachments already being used on landfills. Thus, when ground conditions are poor due to leachate or weather, the carrier can pick up where trucks leave off to keep projects on schedule.

Terramac carriers are assembled in the U.S. and supported by an expansive dealer network with more than 200 branch locations. Parts, service, and operator training are readily accessible, ensuring landfill managers have safe and reliable equipment as well as the know-how for maximizing their utilization. For more information on Terramac's landfill solutions, visit www.terramac.com/landfill-management.



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INDUSTRY INSIGHT

OSHA reports large rise in trench-related fatalities, announces enhanced enforcement and oversight

The Occupational Safety and Health Administration (OSHA) reported that nearly 40 deaths occurred in trenching and excavation work during 2022, making it one of the deadliest years on record. The total more than doubled the 15 fatalities reported in 2021.

OSHA reported 22 deaths in the first half of 2022, prompting it to launch enforcement initiatives to protect workers from known industry hazards. Compliance officers from OSHA were sent to perform more than 1,000 trench inspections nationwide.

“The Occupational Safety and Health Administration is calling on all employers engaged in trenching and excavation activities to act immediately to ensure that required protections are fully in place every single time their employees step down into or work near a trench,” said OSHA Assistant Secretary Doug Parker. “In a matter of seconds, workers can be crushed and buried under thousands of pounds of soil and rocks in an unsafe trench. The alarming increase in the number

of workers needlessly dying and suffering serious injuries in trenching accidents must be stopped.”

OSHA reminded companies and workers that trenching and excavation operations require protective systems and inspections before workers can enter. Those requirements apply to trenches 5 feet or deeper unless they are made entirely in stable rock. Safe access and egress, including ladders, steps, ramps or other safe means, are required for employees working in trench excavations 4 feet or deeper, and they must be located within 25 feet of all workers.

When designing a protective system, you must consider factors such as soil classification, depth of cut, water content of the soil, changes caused by weather or climate, surcharge loads, and other operations in the vicinity.

Protective systems include:

- Benching: Protecting workers from cave-ins by excavating the

sides of an excavation to form one or a series of horizontal levels or steps, usually with vertical or near-vertical surfaces between levels; this method cannot be done in Type C soil

- Sloping: Cutting back the trench wall at an angle inclined away from the excavation
- Shoring: Installing aluminum hydraulic or other types of supports to prevent soil movement and cave-ins
- Shielding: Protecting workers by using trench boxes or other types of supports to prevent soil cave-ins

“OSHA stands ready to assist any employer who needs help to comply with our trenching and excavation requirements,” Parker said. “We will conduct outreach programs — including safety summits — in all of our 10 regions to help ensure any employer who wants assistance gets it. The stakes are too important.” ■

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