



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

## HAMMETT EXCAVATION

Read why adding services and markets helps longtime Texas excavation company expand



**KOMATSU**<sup>®</sup>

Gaylon Hammett, Owner and President, and Melody Hammett, Business Manager





## MESSAGE FROM THE PRESIDENT



Ed Kirby

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Dear Valued Customer:

Technology continues to advance rapidly in the construction industry. From machine control to virtual-reality simulators, it seems there's something new every day that involves machinery. At Kirby-Smith Machinery, it's our belief that we carry the most technologically advanced equipment in the market from outstanding manufacturers such as Komatsu. It remains miles ahead of the competition when it comes to *intelligent* Machine Control and monitoring to make you more productive, efficient and profitable.

This issue of your Kirby-Smith Connection magazine highlights a few of the machines across the wide range of industries that Komatsu serves. There is an article on the new WA200-8 wheel loader that is well-suited for construction, small quarries, agriculture, landscaping and more. Other articles talk about the mining-class D375A-8 dozer that can also be used for large construction projects, as well as the advantages of new rigid-frame trucks for hauling mass amounts of material.

Also in this issue, you can read how Hammett Excavation utilizes Komatsu *intelligent* Machine Control models such as the PC490LCi-11 excavator and the D65PXi-18 dozer. These machines help Hammett with its two main specialties: site prep for subdivisions and earthwork for landfills. The new technology on *intelligent* Machine Control equipment saves considerable time in digging compared to using a standard machine with stakes, eliminates the need to check grade, and gets closer to the grade. Overall, these features enable Hammett to be more productive, accurate and efficient on its projects.

Another valuable resource is Komatsu Financial. The Komatsu & You article on new President Rich Fikis gives insight into how Komatsu Financial works with you to provide the right terms and rates to meet your particular needs when purchasing or leasing equipment.

We thank you for your business in 2017, and hope for your continued prosperity in 2018 and beyond. As always, if there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,

Ed Kirby,  
President

KIRBY-SMITH MACHINERY, INC.



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# HAMMETT EXCAVATION

## Adding services and markets helps longtime Texas excavation company expand

CONSTRUCTION

Gaylon Hammett has completed 30 years of full-time work for Hammett Excavation. He started in 1987 with his father, Harry, who founded the business in 1963 with one dozer.

“It stayed that way until I came on board, and then we added a second dozer,” said Gaylon. “My father’s focus was almost exclusively on soil conservation – waterway construction and building drop structures – with a few house pads here and there. We ran like that for a while after I joined him, but eventually branched out into additional services and markets.”

In its early days, Hammett Excavation primarily concentrated on the immediate area around its Dodd City, Texas, home base. Now, it operates in roughly a 100-mile radius that includes the Dallas-Fort Worth Metroplex, Tulsa, Oklahoma City and all points in between.

Gaylon is Owner and President of the company, and his wife, Melody, is Business Manager. Their son, Kaleb, recently started full time for Hammett Excavation as a heavy-haul

truck driver. Harry passed away nearly four years ago.

“Dad was a terrific mentor and taught me a lot about how to conduct business fairly,” said Gaylon. “He used to run an ad that said, ‘An honest hour’s work for an honest hour’s pay,’ and he always lived up to it. I believe that’s why he had such a good reputation and a lot of repeat business. We stand behind our work, and we believe that is what helps our business.”

### Branching out

Today, Hammett Excavation’s two main specialties are site prep for subdivisions and earthwork for landfill projects. For subdivisions, the company’s work involves anything related to moving large quantities of dirt.

“We provide a full site package on subdivisions, starting with clearing timber, if needed,” explained Gaylon. “That’s followed by mass excavation and grading; fine grading with GPS; cutting in new roads; and constructing house pads. The latter includes undercutting the pad five to eight feet for moisture conditioning. We then put down plastic and cover it with a one-foot layer of dirt, leaving it for the utility contractors to do their part. After roads are prepped, we stop for the curb and paving people to do their jobs. When they are done, we finish grade.”

On the landfill side, Hammett Excavation provides a turnkey project for cell construction, including pouring concrete for header banks.

“There is a three-stage certification process for landfill projects,” explained Gaylon. “We cut down to subgrade, then put a two-foot layer of clay over that and certify it. Another contractor puts down a geocomposite liner, and we follow by adding two feet of cover on top of it, and that is certified. From there, we install welded poly

Gaylon and Melody Hammett operate Dodd City, Texas-based Hammett Excavation. Gaylon is Owner and President and Melody is Business Manager. The company provides earthwork services, mainly for new subdivisions and landfills.





▶ VIDEO

A job lead from Hammett Excavation uses a Komatsu *intelligent* Machine Control PC490LCi-11 excavator to dig a trench at a new housing development in North Richardson, Texas. “We built a pond with the PC490i, and it saved us considerable time compared to using a standard machine with stakes and checking grade,” said the job lead. “The fact that it won’t let you dig below the target grade is fantastic.”

CONSTRUCTION

pipe and put in the leachate system. The third certification is at the end of construction.”

Hammett Excavation does some projects in the governmental, commercial and multifamily markets as well. It completed site work for a 330-home subdivision in Dallas where the company moved nearly 400,000 yards of dirt to build pads and prep subgrade for roads. It handled site prep for a Big Lots store in Durant, Okla., which involved moving more than one million yards of earth. It also performs the removal of overburden for several quarries on an ongoing basis.

“A few years after I came on board full time, we added scrapers and off-road trucks, which allowed us to take on bigger jobs,” reported Gaylon. “Many of our subdivision projects are done as a general contractor where we move the dirt and sub out the utilities and paving. We consult with our customers closely to provide whatever they need.”

Hammett Excavation now employs 104 hard-working, dedicated people. It’s a tight-knit group that supports one another and creates a family atmosphere, according to the Hammetts.

### **Komatsu, Kirby-Smith help build the business**

Gaylon believes strongly in using GPS systems to move earth more efficiently, and he has equipped nearly every standard machine in his



▶ VIDEO

A Komatsu D65PXi-18 *intelligent* Machine Control dozer is used for preparing subgrade on a Hammett Excavation job in Fate, Texas. “It’s fantastic for building pads and finish dozing on a wide variety of projects,” said Owner and President Gaylon Hammett. “The *intelligent* Machine Control equipment is productive, accurate and has increased our efficiency tremendously.”

fleet with aftermarket systems, including Komatsu PC490LC, PC360LC and PC650 excavators. He also runs Komatsu *intelligent* Machine Control PC490LCi-11 excavators and D65PXi-18 dozers with factory-integrated GPS systems.

“Even the scrapers are equipped with GPS,” noted Gaylon. “They are used for hogging mass quantities of dirt, then we switch to the D65i machines as we get closer to grade.



Discover more at  
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Continued . . .

# Providing the best service, on time and on budget

... continued

They are fantastic for building pads and finish dozing on a wide variety of jobs. The PC490LCi excavators are great for trenching and even moving mass quantities of dirt. The fact that they won't allow you to dig beyond the target elevation effectively eliminates overdigging and replacing material. I like the integrated system because it removes the masts and cables of the aftermarket products.

The *intelligent* Machine Control equipment is productive, accurate and has increased our efficiency tremendously."

Hammett Excavation began using Komatsu equipment close to nine years ago when it rented a few pieces from Kirby-Smith Machinery with the help of Territory Manager Chad Murphy. A large subdivision project prompted Gaylon to add machines of his own, so that's when he purchased the excavators and trucks. Today, he runs several Komatsu HM400 articulated models.

"The trucks allow us to operate in wet conditions, which we encounter on almost every assignment," said Gaylon. "They power through mud and just keep on going, even when other brands won't. That ensures we remain productive. On nearly every jobsite we load them using the excavators, which have good power, are fuel-efficient, comfortable and easy to operate."

Kirby-Smith Machinery takes care of scheduled maintenance for the first 2,000 hours or three years on the Tier 4 machines through the Komatsu CARE program.

"That's a terrific, value-added service," said Gaylon. "They call and tell us when a service is due, then come and do it on-site at a convenient time. Kirby-Smith tracks the machines through KOMTRAX, which we also use to retrieve valuable information such as hours, dump loads, fuel consumption and more. I appreciate everything Chad, Ed Kirby and the Kirby-Smith team have done, especially helping me out with some rental equipment and backing me during a rough time. They are a huge part of our success."

## Focused on efficiency

Hammett Excavation has grown considerably during the past few years, and the Hammetts say the future looks bright as well.

"The pace of growth was phenomenal," remarked Melody. "Gaylon took an active approach to building the customer base and did an excellent job. Right now, we're focused on doing what's best for our clients."

"Customers will drive where we go from here," said Gaylon. "Our goal is to focus on further increasing our efficiency and providing the best service, on time and on budget." ■



Hammett Excavation Owner and President Gaylon Hammett (left) meets with Kirby-Smith Machinery Territory Manager Chad Murphy. "I appreciate everything Chad, Ed Kirby and the Kirby-Smith team have done, especially helping me out with some rental equipment and backing me during a rough time," said Gaylon. "They are a huge part of our success."

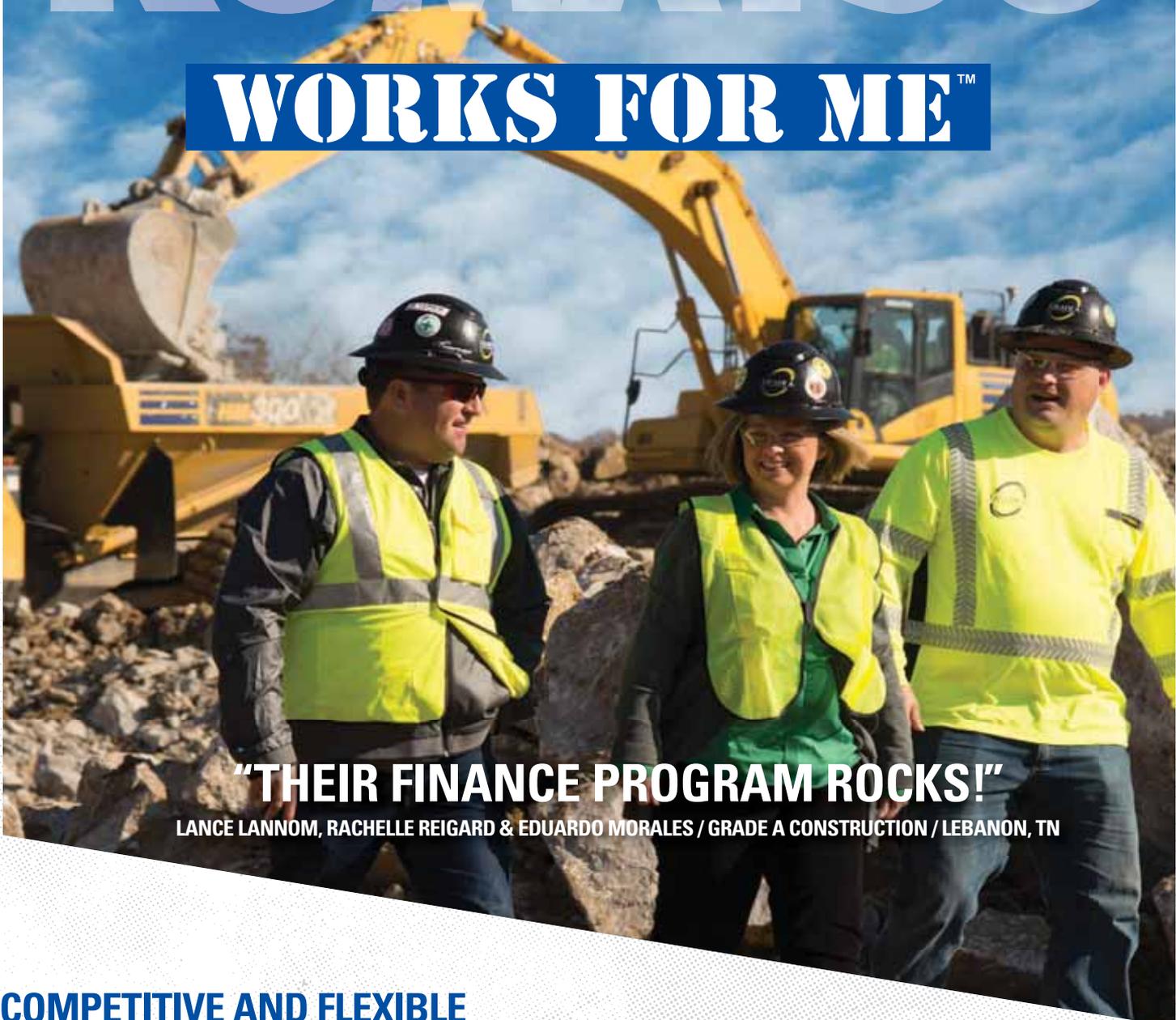
Komatsu HM400 articulated dump trucks move material on most Hammett Excavation jobsites. "The trucks allow us to operate in wet conditions, which we encounter on nearly every assignment," said Owner and President Gaylon Hammett. "They power through mud and just keep on going, even when other brands won't. That ensures we remain productive."

## ▶ VIDEO



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# BLUE STAR UTILITIES, LLC

## Growth happens quickly for new DFW-area underground contracting firm

CONSTRUCTION

When Steve Hugdahl and Jose Guamancela teamed up to form Blue Star Utilities, LLC, one of the first things they did was approach some developers to let them know they were starting a new business for installing underground water, storm and sewer lines.

“They asked us what took so long,” recalled Hugdahl. “Jose and I had built a reputation for meeting customers’ schedules and providing quality service with other companies we worked for. The developers were confident that we would deliver the same with this company, so they sent some business our way.”

Hugdahl’s and Guamancela’s backgrounds included stints with several construction companies before they started Blue Star Utilities

Owners Jose Guamancela (left) and Steve Hugdahl founded Blue Star Utilities in 2016.



▶ VIDEO

Blue Star Utilities uses Komatsu WA320-8 and WA380-8 wheel loaders to move materials.

▶ VIDEO



in February 2016. During the prior decade they were at the same firm – with Hugdahl in the office directing company operations and Guamancela running field crews.

“We decided to keep that same structure with Blue Star,” said Guamancela. “Steve handles estimating, securing and scheduling jobs, and I oversee them. We complement each other, and that’s proven to be a good recipe for success. In less than two years, we went from a handful of workers doing small residential installs to a staff of nearly 90, who can handle large, complex projects involving thousands of feet of pipe and associated structures.”

Several family members are part of the Blue Star Utilities’ staff, including Steve’s wife Amanda, who is Office Manager. Her mother, Linda Kyle, is Office Assistant. Jose’s wife, Maria, handles paperwork and their son, Rony, is a Project Manager/Superintendent. Key non-family personnel include Project Manager/Estimator Jonathan Lamey and Project Coordinator Alex Rodriguez.

### Focused on residential, municipal

In addition to laying pipe, Blue Star Utilities puts in storm junction boxes, manholes and other utility items. The company runs four concrete crews who can form and pour unique structures such as headwalls. At the outset, Blue Star mainly concentrated on residential subdivision and municipal markets within roughly a 100-mile radius of its home base in Mansfield, Texas.

“Residential tends to be new construction such as putting in mainline water, storm and sanitary lines as well as running services from that to within 10 feet back from the curb,” explained Guamancela. “Our municipal focus is also primarily on new construction, although it



▶ VIDEO

Komatsu excavators, including PC360LC-11, PC240LC-11 and PC490LC-11 models, are the go-to machines for Blue Star Utilities. “Trench size and depth, as well as how big the pipe and structures are, determine whether we use a PC490 or PC360,” said Owner Jose Guamancela. “We often attach a compaction wheel to the PC240s to pack down backfill materials. All have good power and are productive and efficient.”

generally involves installs that are bigger, deeper and more complex. On some of those municipal jobs, we have to tap into an existing line in the street, which involves pavement removal and replacement.”

On both residential and municipal work, Blue Star Utilities serves as a general contractor. Municipal work is hard-bid, while residential is often negotiated. The firm usually has around 10 projects in various stages of development going at any one time.

“One of our strengths is the ability to provide turnkey projects as a prime,” said Hugdahl. “We decided before going into business that we would sub out as little as possible. That way, we don’t have to wait on someone to get to our job, giving us full control of the schedule. Our customers appreciate that, and we believe this has helped us gain and keep a solid list of repeat clients.”

It was one of those customers who gave Blue Star Utilities its start, a residential water and sewer install on Mahard Parkway, in Prosper. It called for approximately 1,000 feet of water line and a similar amount of storm sewer.

“I budgeted it to take about 14 days, and Jose and his guys had it done in less than half of that,” Hugdahl recalled. “Jose asked me

▶ VIDEO



where I was going to send them next. The same developer had another project for us, so the crew went there immediately.”

### Big leap from job one to job two

The second job was more lucrative than the first. Blue Star Utilities put in nearly 8,000 feet each of water and sanitary sewer, in addition to nearly 5,000 feet of storm sewer for a residential subdivision in McKinney.

“We went from doing a \$167,000 job to a \$1.5 million project,” said Hugdahl. “Fortunately, a good core group of field guys came with us from the other company that Jose and I worked for. They know how to handle any application or challenge. Even though we are a young business, we have years and years of experience.”

Blue Star Utilities is always looking for new staff members and gives them a chance to move up in the company, which actively promotes from within. It has a strong training program as well.



Discover more at  
[KirbySmithConnection.com](http://KirbySmithConnection.com)

Continued . . .

# Komatsu CARE provides convenient service

...continued

"Jose and I agree that building a culture of safety, solid and quality work practices as well as outstanding customer service is a good foundation for success," said Hugdahl. "We grew quickly, but we did it in a way that didn't overextend us, which is very important in our eyes. We consider everyone here a key employee."

## Dedicated to Komatsu

The Blue Star Utilities owners sought rapid growth, which meant acquiring a large number of machines in a relatively short time. They started with one brand of equipment, but quickly switched to Komatsu excavators and wheel loaders, purchasing them from Kirby-Smith Machinery with the help of Territory Manager Bill Hitchcock.

"We thought that the equipment dealer we bought our initial pieces from was reluctant to take a chance on a newer company," recalled Hugdahl. "Bill and Kirby-Smith stepped up and were willing to help us grow, so we purchased three packages from them and have three more on rental purchase option."

(L-R) Blue Star Utilities Owners Jose Guamancela and Steve Hugdahl meet with Kirby-Smith Machinery Territory Manager Bill Hitchcock at Blue Star's office in Mansfield, Texas. "Bill and Kirby-Smith stepped up and were willing to help us grow, so we purchased three packages from them and have three more on rental purchase option."



(L-R) Key personnel at Blue Star Utilities includes Office Assistant Linda Kyle, Office Manager Amanda Hugdahl, Owners Steve Hugdahl and Jose Guamancela, Field Assistant Maria Guamancela, Project Manager/Superintendent Rony Guamancela and Project Manager/Estimator Jonathan Lamey.



A package for Blue Star Utilities consists of a PC240LC 11 excavator and either a PC360LC-11 or PC490LC-11, as well as a WA320-8 or WA380-8 wheel loader. Crews use the excavators to dig trenches, set pipe and structures and backfill. They also backfill with the loaders, in addition to moving pipe and materials.

"I ran Komatsu in the past, so I knew the quality and dependability," said Guamancela. "Trench size and depth, as well as how big the pipe and structures are, determine whether we use a PC490 or PC360. We often attach a compaction wheel to the PC240s to pack down backfill materials. All have good power and are productive and efficient. The same can be said for the loaders. We also match those to the job the same way we do with the PC360s and PC490s."

"We like that Kirby-Smith takes care of these Tier 4 machines with routine services for the first 2,000 hours or three years with Komatsu CARE," he added. "Our costs are fixed, and we don't worry about whether they are completed on time. Kirby calls us when a machine is due for service and does it at a convenient time that minimizes downtime."

## About the right size

Within a couple of years, Blue Star Utilities has already grown to nearly the size that Hugdahl and Guamancela envisioned when they began discussing the idea of going into business together.

"Our expansion has been extremely fast, and we want to take time to assess where we are and where we want to go from here," said Hugdahl. "Our focus will likely remain on the residential and municipal markets. If the right commercial job came along, we would consider it, but we like to stay with what we know best."

Hugdahl added, "We may grow a little more, possibly with another utility crew and an additional concrete crew. It's important to us to continue providing a high level of service to our customers and getting too big or spread out could jeopardize that. It also keeps us from having full control of our projects. When you see one of our jobsites, you know it is Blue Star's because everything is neat, organized and running smoothly." ■



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# GB RANCH

## Thomas family builds on legacy started by grandfather more than a century ago

CONSTRUCTION

GW Thomas comes from a long line of entrepreneurs. His grandfather – George Thomas, who he’s named after – moved to Oklahoma in 1902, before it was a state. Raised in the cattle industry, George bought and rented land for livestock operations. He also ran a general store just outside of Chickasha as well as a grain elevator.

George operated the businesses through the Dust Bowl and Great Depression days when customers often had little, if any, money. Occasionally, he accepted land and mineral rights as payment. George’s son Harper, GW’s father, eventually took over. As the oil industry began to blossom in Oklahoma, he started leasing land.

“Men would come around looking for leases, and I was intrigued by their maps,” said GW. “I learned from my dad, and after college, I

went to work for an individual who taught me a lot about buying and selling oil properties. Eventually, my wife, Bertha, and I started our own company, called GB Energy, Inc.”

GW also maintains the family legacy in the cattle industry. He and Bertha own and operate GB Ranch, which has a 300-head Angus cow herd and a 700-head stocker/grower operation. They also grow wheat on part of their land.

“We have what we call permanent-resident cows that we breed and get a calf crop from each year,” explained GW. “Additionally, we buy cattle, bring them in and grow them to a certain weight, then either sell them to a feedlot or market them directly through auction. A lot of people ask me why I continue to deal with cattle when the energy business has been so good for many years. I always tell them that I grew up with dirt under my nails and in my blood. I can’t give it up.”

### Excellent equipment, superior service

Throughout the years, GW and Bertha purchased land nearby when it became available in order to expand their ranch. With the help of Operator Juan Lopez, they are clearing trees, building ponds and reshaping the landscape of the new acres.

“Much of what we purchased was neglected and overgrown, so our focus right now is making it productive,” said GW. “Cleaning it up, and an aggressive spraying and fertilizing program clears the weeds and opens additional acres for grass that can be used for feeding cattle.”

Clearing and grading are done with a Komatsu D39EX-23 dozer and PC170LC-11 excavator equipped with a mechanical thumb. The PC170, which GB Ranch bought a few months ago, replaced an older PC160 that

(L-R) GB Ranch Owners Bertha and GW Thomas pose for a photo with their son Matt, granddaughter Claire, Operator Juan Lopez and Kirby-Smith Machinery Territory Manager Brad Howard. “Kirby-Smith has always done a great job for us. If we have an issue, they respond right away, and often take care of it the same day. I’m certainly not a large customer, but Kirby-Smith treats me like I am,” said GW.

▶ VIDEO





▶ VIDEO

After clearing with a PC170LC-11 excavator, Operator Juan Lopez works to smooth and shape the land at GB Ranch with a Komatsu D39EX-23 dozer. "The Komatsus give us good production, and they are comfortable to run," said Lopez.

CONSTRUCTION

Thomas purchased used from Kirby-Smith Machinery in 2011. All were acquired with the help of Territory Manager Brad Howard.

"For many years, we used a dozer to clear, and I really didn't like how it gouged the land and mixed in so much dirt with the trees and brush," recalled GW. "Some pipeline workers told me that using an excavator would solve the problem. They suggested contacting Kirby-Smith because Komatsu is the best in the business for excavators, and Kirby-Smith backs them with outstanding service. I found that to be the case on both accounts. One of the best days I ever had was when I met Brad."

GB Ranch takes down trees and pops out brush with the PC170LC, then works to smooth and shape the ground with the D39EX. "Komatsu's reliability is outstanding," GW stated. "It is tremendous peace-of-mind to know that we can depend on it to perform day in and day out without major breakdowns."

Kirby-Smith Machinery covers routine services for the first three years or 2,000 hours under the Komatsu CARE program on the Tier 4 machines at GB Ranch. Kirby-Smith tracks the machines' hours through KOMTRAX, then contacts GW to set up a convenient time for one of Kirby-Smith's certified technicians to perform the work.

"Komatsu CARE is a great benefit that ensures services are done on time," said GW. "Kirby-Smith has always done a great job for us. If we have an issue, they respond right away and often take care of it the same day. I'm



▶ VIDEO

GB Ranch Operator Juan Lopez takes down trees with a Komatsu PC170LC-11 excavator. "For many years we used a dozer to clear, and I really didn't like how it gouged the land and mixed in so much dirt with the trees and brush," said Owner GW Thomas. "Some pipeline workers told me that using an excavator would solve the problem. They suggested contacting Kirby-Smith because Komatsu is the best in the business."

certainly not a large customer, but Kirby-Smith treats me like I am."

### Focus on management

GW says that GB Ranch is about the right size. He and Bertha are not necessarily interested in adding more acres.

"Now our focus is on continuous improvement of the land we have," Thomas said. "In the next few years, we plan to have it all cleared and shaped to a point that maximizes grass production. As long as we have Komatsu machines, we will call on Kirby-Smith to take care of any equipment needs." ■



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# NEW WA200-8 WHEEL LOADER

## Parallel-lift linkage, change-on-the-fly coupler provide versatility

One machine, multiple applications. That's what Komatsu's versatile new WA200-8 wheel loader provides as the all-around performer handles tasks on construction sites, farms, saw mills and warehouses among others, with ease.

With parallel-lift linkage and high breakout force, the WA200-8 tackles everything from pallet handling to hard digging. Equipped with a 126-horsepower Tier 4 Final engine, it's also more fuel-efficient, reducing consumption by up to 4 percent in V-cycle and load-and-carry applications.

The WA200-8 has a fourth-generation hydrostatic drivetrain with variable traction control, and its S-mode delivers excellent traction control to reduce wheel spin in snowy, icy or slippery conditions.

"An available hydraulic coupler lets you swap attachments quickly, so moving bales, loading pallets or mixing feed can be done with ease," said Frank Nyquist, Komatsu Product Manager. "The WA200-8 also offers a massive upgrade in operator comfort, with a high-back, heated, air-suspension seat that softens machine vibration."

### Dialing in the right speed

A mechanism on the right-hand console easily controls creeping in first gear, allowing the operator to dial in travel speeds from 3.2 to 8.9 miles per hour. This feature is ideal for running attachments such as brooms.

Operators can select modes through the 7-inch, LCD color monitor, which also indicates vital data such as diesel exhaust fluid (DEF) level, fuel consumption and performance information collected and sorted by operator ID. Field and

office personnel can track the same information with Komatsu's KOMTRAX telematics system via computer, tablet or a smartphone app.

"Scheduled factory maintenance is complimentary with the Komatsu CARE program for the first three years or 2,000 hours, and each service interval includes a 50-point inspection," said Nyquist, noting that Komatsu provides two complimentary selective catalytic reduction maintenance services and DEF tank flushes in the first five years. "Komatsu CARE lowers ownership costs, raises resale value and improves equipment uptime and availability." ■



Frank Nyquist,  
Komatsu Product  
Manager

CONSTRUCTION

### Quick Specs on Komatsu's WA200-8 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA200-8	126 hp	25,827-26,489 lbs	2.6-3.1 cu yds

Komatsu's new WA200-8 wheel loader features a parallel-lift linkage and impressive breakout force that make it a versatile jobsite tool. With a change-on-the-fly coupler, operators can quickly go from buckets to forks and back for pallet handling, digging, backfilling and much more.



# UPDATED TRUCK MODELS

## Komatsu Traction Control System improves production; engine lowers fuel consumption

CONSTRUCTION



Rob McMahon,  
Komatsu Product  
Marketing Manager

Every new Komatsu product provides upgrades and enhancements, and the rigid-frame HD325-8 and HD405-8 trucks continue the tradition with a higher-horsepower engine and a Komatsu Traction Control System (KTCS) that improve productivity. The trucks replace the Dash-7 models with a 514-net-horsepower Tier 4 Final engine that also lowers fuel consumption by as much as 9 percent for the HD325-8 and up to 6 percent for the HD405-8, compared to their predecessors.

The now-standard KTCS automatically applies independent brake assemblies to

achieve optimum traction in varying ground conditions. Because the system operates without the need for differential lock-up, steering performance is maintained.

Additional new standard features include better cab access with sloped stairs and handrails in front that replace the previous ladder configuration. The quiet cab has a 7-inch, LCD color monitor, as well as a dedicated rearview monitor and a premium heated and ventilated operator's seat with air suspension. Enhanced, integrated payload-meter data is available on the main monitor and remotely via the web. Tire size for the HD405-8 increased from 18.00 R33 to 21.00 R33 for extended-wear properties.

### Quick Specs on Komatsu's HD325-8 and HD405-8 Trucks

Model	Net Horsepower	Gross Vehicle Weight	Payload Capacity
HD325-8	514 hp	155,999 lbs	40.3 tons
HD405-8	514 hp	170,671 lbs	44.1 tons

Komatsu's new HD325-8 and HD405-8 rigid-frame trucks feature higher horsepower engines and a Komatsu Traction Control System (KTCS) that improve productivity. KTCS automatically applies independent brake assemblies to achieve optimum traction in varying ground conditions.

### Modes to optimize performance

As with previous models, the HD325-8 and HD405-8 have Komatsu Advanced Transmission with Optimum Modulation Control Systems (K-ATOMiCS) that adjust shifting performance according to demand, providing a more comfortable ride and reduced material spillage. Automatic Retard Speed Control maintains a selected downhill travel speed – rather than engine RPM – that is appropriate for the grade. Power and Economy modes allow the operator to optimize the performance required for operation.

“The updated truck models retained their industry-leading steering performance and retarding capacity for maximum production,” said Rob McMahon, Komatsu Product Marketing Manager. “The addition of Komatsu’s latest fuel-saving technologies and the all-new cab lower the cost to maximize production and significantly enhance operator comfort at the same time.” ■



HD325-8



HD405-8



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When you purchase equipment by 12/31/2017

### 2017 Section 179

Example Calculation

<b>Equipment Purchases:</b>	<b>\$ 650,000</b>
<b>First Year Write-Off:</b> ( $\$500,000 + \text{maximum in 2015}$ )	<b>\$ 500,000</b>
<b>50% Bonus First-Year Depreciation:</b> (updated to 50% via PATH Act of 2015)	<b>\$ 75,000</b>
<b>Normal First-Year Depreciation:</b> (20% in each of 5 yrs on remaining amount)	<b>\$ 15,000</b>
<b>Total First-Year Deduction:</b> ( $\$500,000 + 75,000 + 15,000$ )	<b>\$ 590,000</b>
<b>Cash Savings:</b> ( $\$590,000 @ 35\% \text{ tax rate}$ )	<b>\$ 206,500</b>
<b>Equipment cost after tax:</b> (assuming a 35% tax bracket)	<b>\$ 443,500</b>

- Deduct \$500,000 of the purchase price on new and used equipment this year
- Bonus depreciation is 50% of the remaining cost of new equipment after write-off

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Oklahoma City: 800-375-3339  
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#### More details on Section 179:

Until further notice, Section 179 will be permanent at the \$500,000 level. Businesses exceeding a total of \$2 million of purchases in qualifying equipment have the Section 179 deduction phase-out dollar-for-dollar and completely eliminated above \$2.5 million. Additionally, the Section 179 cap will be indexed to inflation in \$10,000 increments in future years.

Bonus Depreciation of 50 percent will be extended through 2019. Businesses of all sizes will be able to depreciate 50 percent of the cost of equipment acquired and put in service during 2015, 2016 and 2017. Then bonus depreciation will phase down to 40 percent in 2018 and 30 percent in 2019.

The Section 179 limit is \$510,000 for 2017. Also, there is a maximum limitation. The maximum Section 179 dollar limit is reduced dollar for dollar by the cost of qualified property placed in service during the tax year that exceeds an investment limitation of \$2,030,000.

Contact your tax advisor to determine if you qualify. Visit [section179.org](http://section179.org) for more details.

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

# NEW MINING-CLASS DOZER

## D375A-8 delivers with 20 percent more horsepower in reverse

CONSTRUCTION



Joe Sollitt,  
Komatsu Product  
Manager

Dozer operators know that faster cycle times improve production. Komatsu’s new D375A-8 dozer boosts productivity thanks to a Tier 4 Final engine that delivers 20 percent greater horsepower in reverse, allowing users to make more passes and move a greater amount of material with each shift.

The powerful engine creates 609 net horsepower in the forward direction and 748 net horsepower in reverse. A three-speed transmission with an automatically engaging

lockup torque converter advances fuel efficiency and provides faster ground speed during long pushes.

“Whether it’s reclamation, large construction or production mining applications, the D375A-8 is the right machine for the job,” said Komatsu Product Manager Joe Sollitt. “Durability improvements to this new model lower the total cost of ownership while the more powerful Tier 4 engine significantly increases performance and production.”

The mining-class D375A-8 dozer comes with structural enhancements for better durability of the mainframe and track frame. It also features an enhanced suspended undercarriage, larger viscous cab mounts and a new air-suspension heated and ventilated seat for overall operator comfort.

### Single-link blade support, larger trunnion

Additional performance upgrades include a new single-link blade support and larger trunnion bearings that reduce maintenance, increase blade stiffness and minimize blade shake. Improved visibility to the cutting edge and ripper point, blade auto-pitch, ripper auto-return and shoe-slip control reduce operator fatigue and ramp up productivity.

“The changes to the undercarriage, cab suspension and operator interface will make D375A-8 operators more comfortable and effective throughout their shifts,” said Sollitt. “We encourage anyone needing a larger dozer to check it out and see the benefits.” ■

### Quick Specs on Komatsu’s D375A-8 Dozer

Model	Net Horsepower	Operating Weight	Blade Capacity
D375A-8	609 hp	165,655 lbs	28.8 cu yds

Komatsu’s new D375A-8 dozer yields 20 percent more horsepower while the machine is in reverse for faster cycle times that improve productivity. A three-speed transmission with an automatically engaging lockup torque converter increases fuel efficiency and provides faster ground speed during long pushes.



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# SPECIALTY CRAWLER CARRIER

## Full 360-degree rotation of Terramac's RT14R allows dumping at any position

CONSTRUCTION

Want the ability to dump in any direction from one position or when on the move? You can have it with Terramac's RT14R, which features a rugged upper frame that rotates a full 360 degrees and hauls and dumps material from any position, even while moving.

This unique rotational functionality allows the 320-horsepower RT14R to offload faster than with a standard straight frame because its tracks don't need to be counter-rotated to drive in another direction. The RT14R's ability to dump in any direction without damaging the surrounding ground also minimizes environmental damage and land-restoration costs.

Terramac's RT14R features a rugged upper frame that rotates a full 360 degrees and hauls and dumps material at any position, even while moving, enabling faster offloading than with a standard straight frame.



Low ground pressure and rotating functionality make the RT14R ideal for work in confined spaces and environmentally sensitive areas such as railroad track right-of-way access, rivers and levees, general earthmoving, site prep, mining and utility jobs. It delivers a carrying capacity of 28,000 pounds.

The innovative machine enhances safety by eliminating the time an operator spends traveling in reverse. Downtime is reduced with easy access to maintenance checks, and track wear is significantly less as the unit can spin, resulting in lower repair expenses.

### Excellent flotation with rubber tracks

Like other Terramac crawler carriers, the RT14R incorporates rubber-track technology that exerts minimal ground pressure while fully loaded, making it a good choice for loose and wet ground conditions where heavy, wheeled- or steel-track machines are likely to get stuck. Flotation from the tracks leaves a minimal footprint and less soil disturbance while providing reduced slippage to conquer adverse conditions, climb faster on rugged terrain and reach remote areas.

The carrier has a multi-function joystick with dump controls for user-friendly operation and a two-speed hydraulic transmission for increased power. It is manufactured in North America, built entirely of premium components. The carrier is ergonomically designed with features such as a wide-access door, windows on all sides and a large rearview mirror for excellent visibility. A tilt hood for engine access and a dog house for fluid/filter checks are also provided for hassle-free maintenance. ■



# DISCOVER THE DIFFERENCE.

Conquer even the most inaccessible jobsites imaginable with the Terramac family of crawler carriers. Thanks to their rubber tracks, these machines boast a low ground pressure that protects sensitive ground conditions. The highly maneuverable RT6, versatile RT9 and massive RT14 are easily customizable with a range of attachments from hydro seeders to welders, while the RT14R offers a dump bed and 360-degree rotation for precision even in confined spaces. And they're all backed by our highly trained service and support professionals, so you'll stay up and running no matter how difficult the job.

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RT6

RT9

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# NEW MLC300 CRANE

## Latest version provides excellent production in duty-cycle applications

Manitowoc introduced a new version of its MLC300 that utilizes a fixed-position counterweight. This model has many of the same features as the original MLC300, but does not have the Variable Position Counterweight (VPC) technology.

This new MLC300 will appeal to customers who want the 330-ton-size platform and compact footprint of the original-model crawler crane, but without the additional investment in features and moving parts that come with the VPC. For this configuration, a two-position, stationary counterweight tray replaces the MLC300 VPC trolley and tray.

The MLC300 with fixed-position counterweight serves all the lifting needs of a conventional 330-ton class crane and is ideal for equipment owners who use limited duty-cycle applications with light loads and more repetitive lifts. The crane's engineering reflects *The Manitowoc Way*, a philosophy that incorporates customer needs and desires into product design to better serve market demands. In this case, customers working in certain applications voiced the need for an MLC300 with fixed-position counterweight.

"Equipment owners who specialize in duty-cycle applications, such as clamshell operations, bulk material handling or pile driving, for example, didn't need the features and high-capacity performance associated with VPC technology and preferred to invest in a crane that meets their unique jobsite requirements," said Manitowoc's Global Product Director for Crawler Cranes Harley Smith. "Combined with a multitude of load hoist options, including free fall, the MLC300 with fixed-position counterweight is a crane

that will deliver strong lifting power and line pull while serving a wide variety of jobs."

### Fully featured

The new version of the MLC300 delivers a 315-foot boom and has the option of an additional 98-foot fixed jib. A 315-foot luffing jib can be added to extend its reach to 492 feet. The crane is easily transported thanks to its optimized component weight and dimensions. It has a removable, live-mast shipping module, and the boom inserts are designed to allow luffing jib inserts to ship within them.

"Fantastic work on Manitowoc's part," noted Kirby-Smith Machinery Vice President Crane Division Rickey Bailey. "The MLC300 fixed-counterweight system offers owners even more flexibility on an already versatile model. By including VPC retrofit provisions in the design, Manitowoc keeps the flexibility and versatility coming." ■



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



Manitowoc's MLC300 with fixed-position counterweight serves all the lifting needs of a conventional 330-ton class crane and is ideal for equipment owners who focus on limited duty-cycle applications with light loads and more repetitive lifts.

# NEW LARGE COLD MILL

## Wirtgen's W 250i features integrated dual conveyor, two engines for maximum efficiency and power

Large mills are the machines of choice for renewing sizable asphalt or concrete surfaces. Wirtgen's array of cold milling products gets the job done effectively and productively with working widths of 4 feet, 11 inches to 14 feet, 4 inches. Included in the lineup is a new, 610-horsepower W 250i that features an integrated dual conveyor.

Two parallel belts uniformly accelerate the milled material, transferring it in a compact stream to a waiting truck. Numerous other advanced features – such as the camera system, operator consoles, scraper-activation system and job-data processing – help make this and other large Wirtgen cold mills even more productive and profitable.

Wirtgen's large cold mills can do more than remove asphalt and concrete pavements layer by layer down to the maximum working depth of 14 inches. They can also roughen surfaces, level substrates, produce plane surfaces with millimeter accuracy and remove tunnel floors. The variety of applications is immense, as is the flexibility with which they adapt to individual milling jobs.

### Modern tech for diverse applications

The twin-engine drive of the W 250i, as well as the W 210i, is unique among cold milling machines. With two diesel engines, the operator can utilize engine power on demand, reducing fuel costs by up to 25 percent compared to another conventional drive system.

The parallel-to-surface feature automatically positions the large milling machines parallel to the road surface, ensuring simple and flawless operation for high-quality profiling work. This automatic function carries out all the steps that an operator would otherwise need to select individually. Automating the process of lowering the machine into the milled cut helps avoid excessive tool wear or breakage as milling begins, while greatly simplifying the operator's job.

Another example of Wirtgen's innovative technology is the Intelligent Speed Control system that, like traction control in a car, minimizes spinning of the crawler tracks. That enables optimum traction in each one so the machine can achieve ideal milling performance. ■

The twin-engine drive of the W 250i is unique among cold milling machines. With two diesel engines, the operator can utilize engine power on demand, reducing fuel costs by up to 25 percent compared to another conventional drive system.



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# CONSTRUCTION GOES HIGH TECH

## Wearable technology that monitors health, safety, jobsite data gains prominence

*Editor's note:*

*This article is about changes taking place in the industries we serve.*

*It is for information only and is not intended to promote any particular product or brand.*

Wearable technology such as "smart watches" is now widely used in the construction industry. Companies are developing items like smart safety vests and hard hats, that are specifically related to the industry.

Nearly a decade ago, the use of electronic devices to transmit information about equipment operation earned widespread acceptance throughout the construction industry. Now called "telematics," it was first used for tracking equipment. Data collected from machinery in this manner is beneficial in several ways. For example, companies can use telematics to detect a production problem and adjust practices to correct the issue. They might track individual operators and help those who need additional training on how to best utilize a machine or when to shut it down rather than letting it idle.

In its earliest inception, telematics offered information such as location and fuel usage. Throughout the years, manufacturers have built upon that rudimentary data, and their telematics now offer more comprehensive tracking, which includes everything from production numbers to a machine's health.

But, what about the health and safety of workers? There are ways to monitor those critical items as well, with the use of wearable technology.

At approximately the same time as machine telematics began earning favor, the advent of wearable tech occurred. Most people are familiar with it, thanks, in large part, to devices such as "smart watches" and fitness trackers that monitor everything from steps taken to heart rate to the number of calories the wearer consumes. A global forecast from CCS Insight predicts the wearables market will be worth \$25 billion by 2019. According to the article, "Invest in Wearables for Increased Worker Safety," posted on CONEXPO-CON/AGG's website, the global protective work-wear market will grow at a rate of nearly 5 percent in the next four years.

"The construction industry has always seen the potential of wearable technology to improve safety and increase productivity," wrote Sarah Falk in her piece "Top Wearable Technology to Watch for in 2017," which appears at esub.com. "However, the difficulty of implementation posed a challenge that affected adoption by the construction industry. Suppliers of wearable technology have responded to this barrier and are now trying to make construction wearables feasible for any construction company. To do so, suppliers of wearable technology must ensure that the equipment is affordable, easily transferable from worker to worker and user-friendly. As suppliers continue to improve their products to fit the needs of the construction industry, widespread adoption...is expected to grow exponentially."

Falk states in her article that advancements in wearable technology will impact the construction industry in a number of ways, with safety and productivity as the primary factors. She notes that wearables' ability to monitor and report biometrics and dangerous





The smart helmet is a type of wearable technology that could become common on jobsites. One company, DAQRI, designed a wearable with a processor for multimedia and augmented reality. Its heads-up visor display allows instructions and jobsite models to be superimposed in their real-world environment, allowing the wearer to see how a future finished project will look upon completion. Photo courtesy of DAQRI.

environmental conditions provides a more immediate response to safety issues.

“Wearable technology will also increase productivity in construction by allowing each worker to have the most accurate and detailed information at his or her fingertips at all times,” Falk wrote. “According to Rackspace, wearable technology in the construction industry can increase productivity by 8.5 percent. Wearable technology allows all team members to be in constant communication and eliminates any information discrepancies between team members.”

### Health-monitoring options

Information from wearable devices, such as fitness trackers, is useful for helping people make better lifestyle choices and eliminate detrimental habits. The construction industry hopes for the same with wearable technology, such as smart hard hats and safety vests, that can monitor and track everything from workers’ whereabouts to practices they use to perform specific tasks to their current health data.

“Heart rate, body temperature, perspiration levels, geophysical location, time in motion and even EEG brain waves are being incorporated into wearable construction technologies designed to improve workers’ safety, boost productivity and comfort as well as generate valuable human behavioral data for optimizing

jobsites large and small,” noted Tyler Riddell in his *esub.com* article “Wearable Devices Bring Human Data to the Connected Jobsite.”

“Born partly from the global success of Fitbit® ... hardware and software engineers see enormous market opportunity for wearables in the construction industry as contractors look to leverage the technology for keeping jobsites working safely and smoothly,” he continued.

Researchers at Virginia Tech University have been working on a safety vest that will alert road construction workers if a car is approaching a construction zone too quickly or too closely, hopefully giving workers time to avoid a potentially deadly situation. Other vests may offer built-in systems to keep workers cool during hot weather or warm them up in frigid temperatures, alert co-workers if someone trips or falls and more.

### Hard hats, glasses and goggles

Several other devices that fit under the construction wearable technology umbrella, and perhaps the most easily noticed is a smart hard hat.

One company, DAQRI, designed a wearable that includes a processor for multimedia and augmented reality (AR). The company’s website says its Smart Helmet® with a heads-up visor can display instructions and jobsite models that are superimposed in a real-world environment.

*Continued . . .*

# Wearables help recruit, retain talent

...continued

This allows the wearer to see how a future finished project will look upon completion. The device can also record video and alert the wearer, if it detects a problem. Other manufacturers have created eyewear, such as glasses that offer similar functions and features as the Smart Helmet visor display, to pair with traditional hardhats.

Another area not necessarily considered in the wearable category for construction, but perhaps that should be, is virtual reality (VR). Several companies are developing VR goggles for uses such as operator training and jobsite modeling.

## Transparency is vital

Wearable technology is not without its detractors. There are those who see it as another way that “Big Brother” is watching and fear that data collected could be used against them. The argument is something that the construction industry will need to address as technology continues to advance.

In her article, “With Wearable Tech, Trust is Paramount,” author Susannah Levine quotes several experts who say that businesses should have clear intentions for utilizing wearables.

“The degree to which companies can successfully collect data pivots on trust,” Levin writes. Her article goes on to quote

Lockton Companies Vice President, Risk Control Consulting Practice Leader Bill Spiers, “Companies must be transparent about what data they’re collecting and how they will use it.”

Levin’s piece also notes that Spiers calls pre-loss data technologies ‘exciting tools to prevent injury’ but sees potential for litigation if they’re misused.

That fear, along with costs, may make some organizations hesitant to invest in wearable technology right away. In the article “Top 6 Wearables for Safety at the Jobsite,” which appears on CONEXPO’s website, Hagen Business Solutions Owner Carol Hagen suggests that companies should consider the learning curve, what competitive advantage the tech offers in the short term and what is the long-term future, if a business buys into wearables.

“You may find these technologies not only win you more work and increase productivity, but also make it easier to recruit and retain talent with measurable workforce development benefits,” Hagen said, adding, “Measurable results may change more than the work environment; they can make the priorities obvious. The ability of technologies to share data, identify actionable items and create a continuous improvement loop can make the industry safer and leaner.” ■

While not necessarily in the wearable category, virtual-reality goggles can provide the wearer with jobsite models, and can be used for operator training.



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# SAFETY NEVER GOES OUT OF STYLE

## Personal protection is about more than wearing a hard hat and vest



Kirstyn Quandt,  
Communications  
Manager, NCCER

*This article is reprinted with permission from "Breaking Ground: The NCCER Blog" at [blog.nccer.org](http://blog.nccer.org).*

If you are unfamiliar with the construction industry, you may assume that a sturdy pair of boots, hard hat and well-equipped tool belt constitute proper safety on the jobsite. And, while all of the above are very important steps on a craft professional's daily checklist, there are many additional precautions to take.

In the past few months, I have become well-versed about proper personal-protective equipment, and when I see someone not properly tied off or without their gloves, safety glasses, etc., I cringe a little on the inside. While safety is critical in all aspects of life, it is an integral part of the construction industry. Just look at any jobsite and it is clear the profession necessitates immense focus. Safety dictates the quality of work produced, and it also directly affects the lives of the men and women on the jobsite, surrounding communities and every individual who sets foot in the structure thereafter.

A hard hat and safety vest are critical pieces of personal protection on the jobsite, but Kirstyn Quandt, Communications Manager for NCCER, says they are only part of the equation. She encourages everyone to take proper precautions, such as planning, tying off, and wearing gloves and safety glasses to prevent personal injury.

### Multitasking to blame?

Unfortunately, we live in a fast-paced society. Our simplest wishes are granted and delivered right to our doorstep, and it's easy to lose sight of proper precautions. In an Occupational Health and Safety article, "Building a Culture of Safety at Construction Companies," Jim Stanley wrote, "Multitasking has evolved from a talent to a necessity to maintain the pace of everyday productivity."

Interestingly enough, this article was written in 2010 and, if anything, society has become even more reliant on multitasking. You're driving down the road and someone is scarfing down a half-pound burger as he drives while also adjusting his GPS, or you head to the gym and catch sight of a woman running on the treadmill in jeans and flip-flops as she FaceTimes her best friend. At times it's scary to step back from the craziness of our everyday lives and take an honest look at the unsafe habits we have all become accustomed to.

If you recall the monumental lessons learned in life, there is almost always a safety warning put in place that hopefully changes your actions and thought processes moving forward. "Wear your seat belt." "Don't run with scissors." The list goes on and on.

I encourage you to pause and reflect on the first time you carelessly reached into the oven without a mitt. Whether your mind was too consumed with the task on your list, or you thought your newly acquired superpowers could deflect the heat, we've all done it. What's important is taking that same sense of overwhelming precaution that washes over us from the next few minutes and channeling it into our everyday work because in several industries, including construction, there are many people who depend on it. ■





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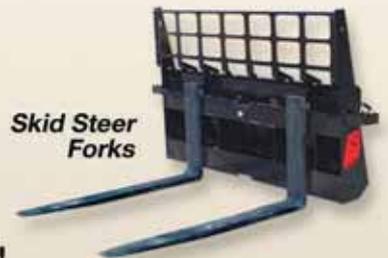
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# POOR PATHWAYS

## TRIP report highlights significant deficiencies in America's rural roads, bridges

More than half of America's rural roads and bridges are significantly deficient, according to a report from TRIP, a non-profit transportation research group. Fifteen percent of such roads are rated poor, 21 percent are considered mediocre and 16 percent are deemed in fair condition.

The report, "Rural Connections: Challenges and Opportunities in America's Heartland," notes that 10 percent of rural bridges are structurally deficient, meaning there is extensive deterioration to their major components.

"Rural roads are overlooked far too often. With fatalities rising, repair and maintenance of the nation's roads must be a top priority

for legislators," said Kathleen Bower, AAA Senior Vice President of Public Affairs and International Relations upon the report's release. "By investing in improvements for today and tomorrow, we can deliver safer experiences for motorists and save tens of thousands of lives."

TRIP's data found that crashes and fatalities on rural non-interstate roads are disproportionately high, occurring at a rate more than two-and-one-half times greater than on other roads. In 2015, such roads had a traffic fatality rate of 2.18 deaths for every 100 million vehicle miles traveled, compared to 0.83 deaths on all other types of roads.

### Smallest state in dubious spot

Rhode Island ranked first in roads with poor conditions at more than 41 percent. It also tied with Iowa and Pennsylvania for the largest percentage of structurally deficient bridges at 22 percent. At 3.82 fatalities per 100 million vehicle miles traveled, South Carolina was first in that category.

"The safety and quality of life in America's small communities and rural areas, as well as the health of the nation's economy, ride on our rural transportation system," said Will Wilkins, Executive Director of TRIP. "The nation's rural roads and bridges provide crucial links from farm to market; move manufactured and energy products; and provide access to countless tourism, social and recreational destinations. Fixing the federal Highway Trust Fund with a long-term, sustainable source of revenue that supports the transportation investment needed will be crucial to the modernization of our rural transportation system." ■

A substantial number of America's rural roads and bridges are structurally deficient or in poor shape, according to a recent report from non-profit transportation research group TRIP. The organization is calling on lawmakers to find a long-term funding solution.





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# MEETING YOUR SPECIFIC NEEDS

**Real help and a variety of options for financing more than equipment are available, says Komatsu executive**

**QUESTION:** From a customer's point of view, what makes Komatsu Financial an option to consider when looking for financing?

**ANSWER:** We have competitive rates and options, and we are also unique in that everything we do is related to equipment. Komatsu Financial understands the construction industry and our customers better than other lenders who finance everything from homes to cars, etc. We know there may be times when a customer's business drops due to weather or other unforeseen circumstances, which may affect cash flow. Our goal is to find solutions that allow customers to keep the machinery until they are in a better financial position.

We also offer financing for Komatsu Certified and other types of used machines. Additionally, we will finance parts and service. If customers need repairs but don't have the funds on-hand to pay for them, they can have the machines fixed, and we will work with them on payment terms.

Other lenders may not be willing to go that extra mile, and because we are, Komatsu Financial has developed many repeat customers throughout the years.

**QUESTION:** Where does the process to finance a Komatsu machine begin?

**ANSWER:** Fortunately, we have a very strong distributor network with excellent finance managers at each location. If customers want to lease, buy or rent, they should start a conversation with their local sales representative and finance manager. More than likely, they will refer customers to Komatsu Financial.

*Continued . . .*



**Rich Fikis, President,  
Komatsu Financial**

*This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries – and their visions for the future.*

Rich Fikis joined Komatsu Financial upon graduation from Illinois Wesleyan University in Bloomington where he played both football and baseball. With a degree in accounting, the West Chicago native began his career in collections with Komatsu Financial. Fikis believes that financing is about more than simply lending someone money to buy or lease equipment.

"I started in underwriting in August 2001, right before the economy took a major hit," recalled Fikis. "I learned a lot during that downturn, about helping customers by creatively structuring and restructuring deals, so they could continue to keep their machines and their operations going. That built bonds, relationships and loyalty, which continue today. Ultimately, I learned this is a people business."

Fikis spent four years in collections before moving into credit and then to a regional manager position. Approximately three years ago, he took a role in financial planning and analysis (FP&A) for Komatsu America.

"FP&A gave me a different perspective of the construction and mining markets and was a really good angle for me to see the company from," said Fikis. "It was excellent experience, and combined with my previous positions, prepared me well for this new role as president of Komatsu Financial, which I moved into a few months ago."

Rich and his wife, Tami, have three sons who are active in sports, so he does a little coaching, and they enjoy attending their boys' athletic events.

# Willing to go the extra mile for customers

...continued



Komatsu Financial provides competitive rates and terms to finance purchases and leases.

In addition to equipment, Komatsu Financial offers parts and service financing.



**QUESTION:** What percentage of your business is repeat?

**ANSWER:** Seventy plus. Customers with whom we have longstanding relationships and who have a solid history of on-time payments and credit are often approved nearly instantaneously when they want to finance another machine.

The balance of our business comes from new customers. We take great pride in attracting and building relationships with them, too. Typically, we can provide answers to their financing inquiries within a day.

**QUESTION:** What are the most popular financing terms for machinery?

**ANSWER:** Zero percent interest for 36 months has become somewhat of an industry standard, but every situation is different. In many cases, that may not be the best option. A customer may need or want a longer or shorter financing period. Our aim is to provide rates and terms to best suit each case. If necessary, we can look at customized plans. We're flexible and willing to do whatever we can to ensure that customers have what they need to be productive and profitable. ■

More than 80 percent of all new Komatsu equipment sold in North America is financed by Komatsu Financial. Nearly 70 percent of Komatsu Financial's business is from repeat customers.



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027

# NEW PRODUCT LINE

## Komatsu General Construction undercarriage provides an additional replacement option



**Jim Funk,**  
Komatsu Senior  
Product Manager –  
Undercarriage

The Komatsu Genuine Undercarriage line expanded in 2015 with the introduction of the General Construction (GC) product, which offers customers a new undercarriage replacement option. Jim Funk, Komatsu Senior Product Manager – Undercarriage, said the GC undercarriage is an excellent choice.

The initial release of the GC product line was specific to value-priced, track-link assemblies for PC200 and PC300 series excavators. Starting in late 2017 and in early 2018, the GC line will expand to dozers, with link assemblies available for the D51, D61 and D65 models.

“We place a strong emphasis on customer engagement, and as a result, we gain a lot of great feedback,” said Funk. “This dialogue helps us stay in touch with customers’ needs and identify where we have gaps. Our GC offering fits an area that we did not have in the past. For those customers who are evaluating production and are looking at their replacement undercarriage options in a variety of ways, we now have

another competitive-priced offering with a Komatsu Genuine Undercarriage that provides the best assurance coverage in the industry and the full support of their Komatsu distributors.”

### High-quality standards

Funk emphasized that the competitively priced GC components are designed and built to the same high-quality standards as all Komatsu Genuine Undercarriage parts. The heat-treating process and hardness levels match other options available for similar machines. All GC components are interchangeable with non-GC parts, giving customers peace-of-mind that they are built to last as well as ensuring a proper fit.

“We are excited about this addition to our Komatsu Genuine Undercarriage line and hope this new product shows that Komatsu and Komatsu distributors have a breadth of products and a range of options to serve as a complete source for all undercarriage needs, no matter the status of the machine or where it may be in its life cycle,” said Funk. ■

Komatsu General Construction replacement undercarriage provides an assembly that is a direct fit for PC200 and PC300 series excavators as well as D51, D61 and D65 dozers. They are precision-machined and go through a heat-treating process to match the hardness depth to the standard links of a new machine.



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# A SOURCE FOR SOLUTIONS

## Komatsu's Business Solutions Group offers customers bottom-line ideas to improve their operations



**Ken Calvert,**  
Director, Business  
Solutions Group



**Matt Beinlich,**  
Deputy Director,  
Business Solutions  
Group

Making good business decisions is essential to the success of any business. That is particularly true with those relative to matching the right machines to the jobs done by construction equipment.

To help answer the real-world questions involved in finalizing those choices, Komatsu created the Business Solutions Group two years ago. Since then, the group has studied, considered alternatives and provided recommendations to support customers as well as Komatsu distributors and corporate personnel. Now, the group is seeking more customer questions to ponder.

“Our goal is to offer bottom-line tactics that improve production and efficiency,” said Director Ken Calvert, emphasizing there is no charge for this service. “We assist all types of companies, large or small. For example, we might work with customers to determine if

they have the right size machines for loading trucks in a quarry application or talk about fleet optimization.”

Deputy Director Matt Beinlich shared that the group has developed a list of “common cases” it has tackled for customers. Helping provide solutions to these typical concerns gives the Business Solutions Group examples to draw from when helping customers with similar questions.

“We have identified and labeled six common cases, including what we call Goldilocks,” said Beinlich. “That category focuses on customers who are looking for just the right size machine; one that’s not too big or too small. Another is Sweet Spot, which answers the question of ‘When am I putting more money into my machine than it’s worth?’”

### Putting experience to work

Additional common cases and the questions they address include: Bottlenecks – Are my loaders waiting on trucks or vice versa? Chicken or the egg – Are my operators or the application harder on the machines? Compatibility – What’s the most efficient match between my loading and hauling equipment? What ifs – I wonder what would happen if...?

“Each customer is unique, but they may face a challenge or scenario similar to another, and our experience can help in making recommendations,” said Calvert. “The Business Solutions Group is committed to helping companies improve their operations and bottom lines. We encourage customers to get in touch their distributors, who, in turn, can contact us to set up times to meet and discuss their challenges.” ■

Komatsu's Business Solutions Group offers several services and has identified six common cases. “Our goal is to provide bottom-line tactics that improve production and efficiency,” said Director Ken Calvert.



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# TSTC TRYOUT

## Kirby-Smith gives diesel tech students, faculty chance to operate Komatsu equipment at Extreme Sandbox



Randy Stenger,  
President,  
Extreme Sandbox



Discover more at  
[KirbySmithConnection.com](http://KirbySmithConnection.com)

Kirby-Smith Machinery hosted approximately 30 students and faculty from Texas State Technical College (TSTC) at Extreme Sandbox’s North Texas location earlier this year. The event gave participants the opportunity to see and run Komatsu equipment, including wheel loaders, excavators and dozers.

Located at Tanglewood Resort in Pottsboro, Extreme Sandbox’s North Texas facility is the company’s second location – it also has one in Minnesota. The business is a “heavy equipment adventure company,” according to President and Founder Randy Stenger. Extreme Sandbox partnered with Komatsu a few years ago and has several machines at both sites, including six at North Texas.

“We really like to let instructors, students and anyone else come out and experience

the thrill of running equipment,” said Stenger. “We hope they get a good hands-on experience and see what operating machinery is like, as well as what careers may be available to them.”

Kirby-Smith Machinery’s Recruiting Group helped organize the TSTC event and was on hand to answer questions about the machines and careers with the company.

Kirby-Smith has recruited students from TSTC for quite some time and has developed a strong relationship with the staff and students there. The school’s diesel tech program gives students a great foundation to build careers as technicians. This event was a way for Kirby-Smith to show appreciation for the school’s efforts, as well as introduce

*Continued . . .*

Faculty and students from Texas State Technical College in Waco run Komatsu equipment and learn more about the machines and Kirby-Smith Machinery during an event at Extreme Sandbox’s North Texas location in Pottsboro. Kirby-Smith Machinery hosted the event.

### ▶ VIDEO





Two students from Texas State Technical College doze and climb over piles of dirt with Komatsu D61PX dozers during the Extreme Sandbox event.

## Kirby-Smith Machinery presents opportunities to TSTC students

Kirby-Smith Machinery provided lunch and information to students from Texas State Technical College (TSTC) during an informal session that served as an introduction to Kirby-Smith for prospective technicians.

The event gave students in the TSTC diesel tech program the opportunity to get to know what Kirby-Smith offers and the career opportunities in working on heavy equipment.

The TSTC diesel tech program is a two-year track that teaches the basics of hydraulics and other systems. Kirby-Smith has recruited several students during the past couple of years to work in its shops. Clemente Lopez, who graduated in August, works at the company's Odessa branch.

"One of my old roommates went to work for Kirby-Smith. He told me that they treat him well and want him to stay and build a career there," said Lopez. "That caught my attention, so I talked with the Recruiting Group. I'm excited about starting my career and hope to be with Kirby-Smith for a long time."

TSTC Executive Director of Career Services Kacey Darnell works with students and businesses to help make success stories happen, such as the one with Lopez and Kirby-Smith Machinery.

"We have a great relationship with Kirby-Smith," Darnell stated. "They are always willing to participate in events and help out wherever we need it. They are a good partner, and we appreciate everything they do for us, especially the interest in hiring students from TSTC." ■



▶ VIDEO

Kirby-Smith Machinery provided lunch and information to students and faculty of TSTC's diesel tech program. Kirby-Smith has recruited several TSTC students to become technicians for the company.



▶ VIDEO

TSTC diesel tech student Clemente Lopez works on a project in the school's shop. Lopez graduated in August and went to work at Kirby-Smith Machinery's Odessa branch.



Discover more at  
[KirbySmithConnection.com](http://KirbySmithConnection.com)

# Kirby-Smith holds event to recruit technicians

...continued

students to Komatsu equipment. It is hoped that some of the program's students will join Kirby-Smith when they graduate.

Ryan Stephens graduated this fall and will begin working for Kirby-Smith Machinery in December, along with TSTC classmate, Marcos Asevedo. Stephens enjoyed the chance to get into the Komatsu machines and run the controls.

"This is the machinery I'm going to be working on, so it was cool to get familiar with it

and learn how to operate it," said Stephens. "It was a good time."

"To be able to put a blade or bucket in the ground or pile of dirt, make a lot of horsepower and dig was fun," said Hydraulics Instructor John Goebel. "We appreciate Kirby-Smith for putting this on. They have done a great job of talking with students and recruiting them to work for Kirby-Smith, which has hired several of our students in the past couple of years." ■

Extreme Sandbox partnered with Komatsu a few years ago and has several machines at its locations in Minnesota and North Texas, including a wheel loader that a student uses to dig into a pile of dirt.



Students learn how to operate Komatsu PC210LC excavators during an event at Extreme Sandbox. "We hope they get a good hands-on experience and see what operating machinery is like, as well as what careers may be available to them," said Extreme Sandbox President Randy Stenger.



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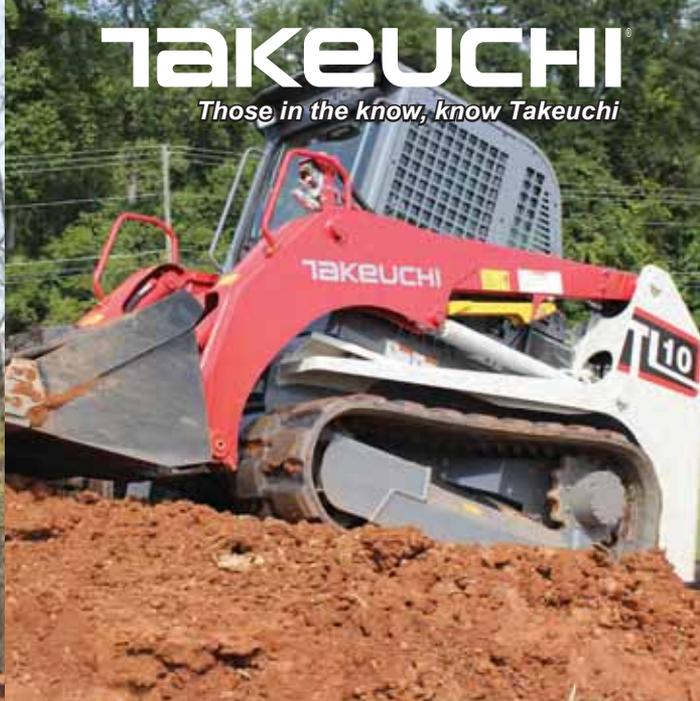
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# SPOTLIGHT ON VETERANS

## Kirby-Smith Machinery is dedicated to hiring those who have served in the armed forces

With autumn came Veterans Day honoring those who served in the military. Kirby-Smith Machinery respects active and retired members of the armed forces and has made a commitment to leading the way in hiring veterans.

In the past couple of years, Kirby-Smith has added several to its staff, especially in the service area. The company believes that it is way above the national average in terms of the percentage of service personnel with military backgrounds.

### Veterans know how to work well together

Among them is Service Technician Jonathon Nolen, who recently began working at Kirby-Smith Machinery's Odessa branch. Nolen, a former Marine, joined the company after Kirby-Smith's recruiting team contacted him.

"We talked a lot about the core values of the Marines – honor, courage and commitment, especially courage – and how those translate to working as a service technician," said Nolen, who was previously employed by another Komatsu distributor in northern California. "It's very different from where I was before, but the transition has been great, thanks to Kirby-Smith. My wife and I know that moving here was the right thing."

Service Technician Joseph McCarty came from a similar background. He gained valuable experience working on equipment in the military as a battle tank repair technician.

"Most of the tanks are hydraulic, so that helped me understand how those systems

work," said McCarty. "After leaving the service, I was updating my record with the Corps, and the gentleman I was talking to knew someone at Kirby-Smith. Through him, I connected with the company, and here I am."

Kirby-Smith says veterans' backgrounds play a big role in their success because they know how to work well together. The company has contacts for all military branches as well as other means that help it find and recruit good candidates who are leaving the service soon or who are no longer in active service. Anyone interested in a career with Kirby-Smith is invited to apply. ■



Discover more at [KirbySmithConnection.com](http://KirbySmithConnection.com)



Jonathon Nolen is one of several military personnel who have joined Kirby-Smith Machinery. "We talked a lot about the core values of the Marines and how those translate to working as a service technician," said Nolen of being recruited.



Service Technician Joseph McCarty moved to Kirby-Smith after leaving the Marine Corps where he repaired battle tanks. "Most of the tanks are hydraulic, so that helped me understand how those systems work," said McCarty.



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### Kelly Shuffield, new General Service Manager, Crane Division, brings 20 years of experience

Kirby-Smith Machinery, Inc. has promoted Kelly Shuffield to General Service Manager, Crane Division. Shuffield is now responsible for leading the Crane Division's service operations, which span across the company's 10 branches in Oklahoma, North and West Texas, Kansas and Missouri.

"Kelly has a precise understanding of our service operations and has consistently demonstrated outstanding leadership to his team. His work ethic, industry knowledge and passion to serve our customers make him a great fit for this position," said Rickey Bailey, Vice President, Crane Division.

Shuffield brings more than 20 years of crane industry experience to the position and was promoted from his role as Kirby-Smith Crane Rapid Response Team Manager. He previously served as a Crane Product Service Manager for the Oklahoma City branch and has been with the company since 2005. Prior to his employment at Kirby-Smith, Shuffield worked as a Crane Division Plant Manager for Manitex International.

A veteran of the United States Air Force, Shuffield served 10 years as an Aircraft Maintenance Technician. He earned his AED Service Management Certification in 2012. ■



Kelly Shuffield,  
General Service  
Manager,  
Crane Division

### Gary Boyd promoted to Dallas Service Manager

Gary Boyd was recently promoted by Kirby-Smith Machinery, Inc. as the new Service Manager in Dallas. Boyd, who joined the company in 2009, will manage the branch service operations for Kirby-Smith Machinery's Dallas location. He was promoted from his role as Product Service Manager. Boyd brings more than 40 years of heavy equipment service experience to the position,

including previous work as a Branch Service Manager in the Dallas-Fort Worth area.

"Gary has extensive experience coming into this role," said Tom Montgomery, Vice President of Customer Care. "He has served the company well as both a Service Technician and as a Product Service Manager. Gary has been a tremendous mentor for our new technicians, and I believe he will do a great job in leading our service team in Dallas." ■



Gary Boyd,  
Service Manager

### Kirby-Smith Machinery donates \$30,000 to Hurricane Harvey relief efforts

Kirby-Smith Machinery contributed a total of \$30,000 to Hurricane Harvey relief efforts. It donated \$20,000 to the American Red Cross through Komatsu America Corp. and \$10,000 to Strike, LLC to support The Woodlands, a Texas-based company, as it continues to provide critical aid to those impacted.

"Kirby-Smith is dedicated to helping our friends and family in southeast Texas,"

said Jeff Weller, Chief Operating Officer and Executive Vice President. "We have customers and manufacturing partners who have been affected and employees with family and friends who have suffered loss. We are grateful for the opportunity to support the work being done by both Komatsu and Strike to help these communities as they recover." ■

# The people of Kirby-Smith Machinery who are always proud to serve you



[www.kirby-smith.com](http://www.kirby-smith.com)

## CORPORATE CONTACTS

Ed Kirby, President  
Jeff Weller, Chief Operating Officer & EVP  
Del Keffer, VP Sales  
JD Young, VP & Chief Financial Officer  
Tom Montgomery, VP Customer Care  
Chris Kirby, VP Property Management  
Rickey Bailey, VP Crane Division  
John Arapidis, VP Major Accounts  
David Baker, Senior VP, Oklahoma City Branch Mgr.  
Bradley Campbell, General Service Mgr.  
Phil Belcher, Controller  
Randy Short, Corporate Inventory Mgr.  
John Arterberry, Crane Division Sales Mgr.  
James Powell, Director of Paving and Minerals  
Rick Nielsen, Internet Sales & Used Equip. Sales  
Randy Coffey, Director of ReMarketing & Used Equipment  
Bryce Puckett, General Rentals Mgr.  
David Marston, Product Support Sales Mgr.  
Christopher Carroll, Rental Fleet Maintenance Mgr.  
Tim Peterson, General Parts Mgr.  
James Lincoln, Safety & Environmental Director  
Lonnie Kilgore, Finance Mgr.  
Susan Rader, Finance Mgr.  
Cynthia Jessen, Purchasing Mgr.  
Jennifer Gordon, Marketing Mgr.  
Kathy Dunn, Director of Human Resources  
Ben Sitton, Internal Technical Trainer  
Jay Van Duzer, Product Trainer  
Kelly Shuffield, General Service Mgr., Crane Division

## PIPELINE SERVICES DIVISION

Joe Trapani, Director, Pipeline Services  
Jason Rogers, Service Mgr., Pipeline Services

## DALLAS, TX

Chad Cox, Sales & Operations Mgr.  
Craig Doran, Territory Mgr.  
Pat Farquharson, Territory Mgr.  
Bill Hitchcock, Territory Mgr.  
Justin Kahle, Territory Mgr.  
Braxton Britting, Territory Mgr.  
Sol Gieser, Governmental Sales Mgr.  
Alan Soab, Rental Mgr.  
Chase McKinney, Rental Sales Rep.  
Roddy Conner, Parts & Service Sales Rep.  
Stephen Moore, Parts & Service Sales Rep.  
Mike DeLaTorres, Parts Mgr.  
Gary Boyd, Service Mgr.  
Colin Brown, Governmental Sales  
Tyler Grant, Product Service Mgr.  
Jim Faunce, Product Service Mgr.  
Harrold Clemons, Industry Mgr., Crushing & Screening Equipment  
Rebecca McNatt, Komtrax Mgr.  
Gary Corley, Paving & Compaction Specialist

## ABILENE, TX

Paul Bell, Sales and Operations Mgr.  
Todd Coffey, Territory Mgr.  
Allen Stevens, Territory Mgr.  
Kraig Gilliam, Rental Mgr.  
Christopher Raymond, Parts Mgr.  
Cody Christopher, Parts & Service Sales Rep.

## FT. WORTH, TX

Paul Bell, Sales and Operations Mgr.  
Keelan Crosby, Territory Mgr.  
Terry Lyness, Territory Mgr.  
Trey McNeel, Territory Mgr.  
Ron Weaver, Territory Mgr.  
Jason Wolfe, Territory Mgr.  
Kevin Taylor, Territory Mgr.  
James McDonnell, Governmental Sales  
Kraig Gilliam, Rental Mgr.  
Jacky Miller, Rental Sales Rep.  
Chad White, Parts & Service Sales Rep.  
Philip Hearrean, Parts & Service Sales Rep.  
Chip Leatherwood, Crane Parts & Service Sales Rep.  
Christopher Raymond, Parts Mgr.  
Tom Richards, Service Mgr.  
Justin Csader, Product Service Mgr.  
Kent Flanagan, Product Service Mgr.  
Eddie Middleton, Crane Product Service Mgr.  
Nathan Woodward, Product Specialist

## AMARILLO, TX

Chuck Thompson, West TX Area Mgr.  
Brady McAlister, Territory Mgr.  
Britt Stubblefield, Territory Mgr.  
Shane Westbrook, Parts & Service Sales Rep.  
Joe Phillips, Parts Mgr.  
Kevin Hart, Service Mgr.  
Joe Jenkins, Product Service Mgr.

## ODESSA, TX

Randy Bailey, Sales and Operations Mgr.  
JP Cotton, Territory Mgr.  
Kevin Demel, Territory Mgr.  
Mike Fuentes, Rental Mgr.  
David Miller, Parts Mgr.  
Angelica Aguilar, Service Supervisor  
Casey Smith, Parts & Service Sales Rep.  
Moises Vega, Product Service Mgr.

## LUBBOCK, TX

Chuck Thompson, West TX Area Mgr.  
Brent Snapp, Territory Mgr.  
Obed Hernandez, Territory Mgr.  
Joe Phillips, Parts Mgr.  
Kevin Hart, Service Mgr.

## KANSAS CITY, KS

Tim Yauilla, Branch Mgr.  
Joel Thomason, Territory Mgr.  
Scott Hansenclever, Crane Div. Account Mgr.

## ST. LOUIS, MO

Ray Jost, Branch Mgr.  
Bruce Bayless, Crane Div. Account Mgr.  
Christopher Ware, Crane Div. Account Mgr.  
Tim Carothers, Service Mgr.

## TULSA, OK

Bruce Taylor, Branch Mgr.  
Bill Gustafson, OK Senior Director Sales  
Peyton Chatham, Territory Mgr.  
Mike Green, Territory Mgr.  
Dan Rutz, Territory Mgr.  
Ronald Allen, Territory Mgr.  
Ted Terwort, Governmental Sales  
Chuck Riddle, Governmental Sales  
Brian Burris, Rental Mgr.  
Chad Lair, Rental Sales Rep.  
Jeff Statum, Parts & Service Sales Rep.  
Brian DeVore, Parts & Service Sales Rep.  
Gregg Ash, Parts Mgr.  
George Cross, Service Mgr.  
Aaron Cox, Product Service Mgr.  
Kurt Maxwell, Product Service Mgr.  
John Martin Jr., Product Service Mgr.

## OKLAHOMA CITY, OK

David Baker, Senior VP, Oklahoma City Branch Mgr.  
Bill Gustafson, OK Senior Director Sales  
Ryan Bebee, Territory Mgr.  
Brad Howard, Territory Mgr.  
Don Jacobson, Territory Mgr.  
Chad Murphy, Territory Mgr.  
Dean Traylor, Territory Mgr.  
Pud Wood, Governmental Sales  
Mike Wolf, Governmental Sales  
Jeff Cavaness, Crane Div. Account Mgr.  
Dewayne McDaris, Rental Mgr.  
Josh Layman, Rental Sales Rep.  
Larry Hollen, Parts & Service Sales Rep.  
Bud Sears, Parts & Service Sales Rep.  
Wayne Walker, Parts & Service Sales Rep.  
Dusty Odom, Parts Mgr.  
John Martin, Service Mgr.  
Jason Edens, Product Service Mgr.  
Darrin Gourley, Product Service Mgr.  
Scott Maple, Product Service Mgr.  
Austine Redwine, Product Service Mgr.  
Michael Jarriel, Crane Product Service Mgr.



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2006 Grove RT9130E	GR06563	8,900	\$499,000
2000 Grove GMK5120B	GR00273X	4,300	\$375,000
2008 National 9103AWL	NC08497	3,800	\$120,000
2008 National 18103	NC08478	10,152	\$202,500
2007 EFFER 550.6	ZZ07309	1,750	\$179,900

### PAVING & COMPACTION

1998 Ingersoll Rand DD24	IR98513X	NA	\$7,000
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### FORKLIFT

2005 LULL 1044 10044C-54	ZZ05100X	4,000	\$40,000
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**Year/Make/Model      Stock #      Hrs.      Price**

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2012 Komatsu PC160LC-8	KM12784X	2,155	\$89,900
2012 Komatsu PC360LC-10	KMU12245	7,832	\$112,000
2013 Komatsu PC360LC-10	KM13251X	4,510	\$178,900
2004 Komatsu PC400LC-7	KM0485XC	12,900	\$45,000
2012 Komatsu PC490LC-10	KM12454X	6,433	\$165,000
2000 Bobcat 325	ZZ16009X	2,200	\$14,000

### WHEEL LOADERS

2014 Komatsu WA200-6	KM14008X	6,860	\$65,000
2012 Komatsu WA250PZ-6	KM12633X	7,825	\$60,000

### CRAWLER DOZERS

2014 Komatsu D39PX-23	KM14199X	2,300	\$105,000
2015 Komatsu D39EX-23	KM15324X	1,500	\$141,500



2004 Komatsu PC400LC-7 KM0485XC 12,900 hrs.  
 \$45,000



2000 Bobcat 325, ZZ16009X, 2,200 hrs.  
 \$14,000



2012 Komatsu PC160LC-8, KM12784X, 2,155 hrs.  
 \$89,900

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