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

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SWISHER COUNTY CATTLE COMPANY

See how focus on sound practices leads to delivery of high-quality market cattle from Happy, Texas, feedyard



Trevor Peterson,
Feedyard Manager



Clifton Yearly,
Assistant Feedyard Manager

KOMATSU[®]



MESSAGE FROM THE PRESIDENT



Ed Kirby

Dear Valued Customer:

Anniversaries are a cause for celebration, and some stand out more than others, such as 60-year marriages or businesses marking a half century of operations. While Komatsu's *intelligent Machine Control* technology's five-year anniversary isn't near that stage yet, it's still worthy of commemorating the revolutionary accomplishment of these dozers and excavators with integrated GPS.

This issue of your Kirby-Smith Connection magazine spotlights the first company in North America to employ an *intelligent Machine Control* dozer, the innovative D61i-23. Right away, the firm's owners recognized that the technology was a "game changer" and have since added several other pieces to their fleet.

Many of you are utilizing these excavators and dozers and reaping the benefits as well – no masts or cables, reduced staking, minimized overcutting and lower costs. Whether you are a large contractor, an individual working on your own or somewhere in between, we encourage you to demonstrate an *intelligent Machine Control* product and see how it can make your business more efficient and productive.

Of course, there are times when a standard machine is more appropriate to the task at hand. Inside, see articles on Komatsu's new D65PX-18 Wide VPAT (Variable-pitch Power Angle Tilt) Blade Specification dozer and PC1250LC-11 excavator. Both will quickly move mass quantities of dirt, and the dozer provides the advantage of being a good finish grader.

In this issue you can also read how Swisher County Cattle Company uses the versatile Komatsu WA320-8 wheel loader equipped with a Rockland rollout bucket for a variety of tasks, including moving feed and cleaning cattle pens. The rollout buckets give them increased versatility in loading trucks, are safer for filling taller trucks and trailers and, most of all, have increased their job efficiency.

We have opened a new branch in McAlester, Okla., to better serve our customers in the eastern part of the state. The McAlester operation is a full-service branch offering new, used and rental options for cranes, excavators, dozers, pavers, boom trucks, track loaders and other heavy equipment. Please stop in to visit us at 4617 Powell Street in McAlester or call us at 918-310-1550.

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.



Connection

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SWISHER COUNTY CATTLE COMPANY

Focus on sound practices leads to delivery of high-quality market cattle from Happy, Texas, feedyard

In the past decade, America's meat consumption has trended predominantly upward as individuals increasingly turn to higher-protein diets. The United States Department of Agriculture predicted that Americans will consume a record amount of beef, pork and poultry in 2018 – nearly 225 pounds per person on average.

As Americans' eating habits change, one thing has remained consistent for six decades – Swisher County Cattle Company's commitment to delivering high-quality beef cattle to market. Located in Happy,



Trevor Peterson,
Feedyard Manager



Clifton Yeary,
Assistant Feedyard
Manager

Texas, Swisher County Cattle Company was founded in the mid-1960s by area farmers who ran the feedyard for several years before Amarillo-based Friona Industries purchased it.

Today, Swisher County Cattle Company is part of Friona's eight-yard operation that includes six locations in the Texas Panhandle and two in Kansas. In total, Friona Industries has the capacity to feed more than 600,000 head of cattle, making it one of the largest such operations in the United States and in the top ten worldwide.

Swisher County Cattle Company is one of the biggest yards, housing as many as

85,000 cattle at any one time. It sources the animals from across the United States, working with ranchers and other suppliers. As many as 6,000 come and go on a weekly basis.

"Typically, we ship about 3,000 head, and whatever number goes out usually comes right back in," said Assistant Feedyard Manager Clifton Yeary. "Yearling cattle arrive somewhere between 600 and 900 pounds, and in the course of 180 to 200 days, we feed them locally grown corn and other commodities to prepare them for market."

Comprehensive process

Swisher County Cattle Company Feedyard Manager Trevor Peterson noted that each animal shipped out of the facility is graded. "We consistently receive high marks," he emphasized. "It comes down to solid practices and attention to detail, and that includes planning and managing resources through all aspects of our operations."

This philosophy includes a serious, proactive approach to animal health. The parent company has staff members dedicated to checking suppliers' backgrounds and their cattle management operations. Every supplier to Swisher County Cattle Company – or to any Friona Industries location, for that matter – must sign a compliance position statement of understanding regarding critical items such as antibiotic use before it brings cattle to the yard.

"Our model for animal health is to manage risk differently than what much of the beef industry does," said Tom Portillo, DVM, Friona Industries Manager of Animal Health in a statement on the company's website. "If you look at the investment we have in cattle, we recognize there is value in cattle that are vaccinated and backgrounded appropriately before they arrive in our feedyards."





► VIDEO

Swisher County Cattle Company uses Komatsu WA320-8 wheel loaders for a variety of tasks, including moving feed and cleaning cattle pens. "This is a seven-days-a-week operation, and those loaders are running almost constantly, so we can't afford significant downtime," said Yard Foreman Mario Nunez. "We place a lot of trust in the loaders, and they reward us with durability and outstanding uptime."

During their time on site, the cattle are closely watched and managed to ensure they remain healthy. No matter the weather conditions, pen riders tour the yard with the goal of seeing every animal, every day. Cattle are fed three times per day and pen maintenance is a seven-days-a-week job.

Komatsu loaders provide boost

Mixing feed and cleaning pens requires machinery. Nearly two years ago, Swisher County Cattle Company added two Komatsu WA320-8 wheel loaders, which have increased efficiency. Swisher County personnel worked closely with Kirby-Smith Machinery and Territory Manager Brady McAlister to acquire the loaders. The facility also runs a GD655-3 motor grader, mainly for road maintenance.

"The loaders handle various tasks, from loading silage and other commodities into the feed mixer to scooping out pens and water pits," said Yard Foreman Mario Nunez. "Certainly, you don't want to use the same bucket for those applications, so we worked with Kirby-Smith and Brady to have them equipped with JRB quick couplers for fast changes."

McAlister and Kirby-Smith assessed Swisher County's needs and determined that Rockland rollout buckets would be the most beneficial. "Brady and Kirby-Smith helped us properly size the machines and buckets, based on several factors such



Mario Nunez,
Yard Foreman

as the materials we move," said Yeary. "The rollout buckets deliver increased versatility in loading trucks, and we believe they are safer for filling taller trucks and trailers."

Along with the couplers and buckets, Nunez is equally pleased with the loaders. "They are solid," he proclaimed.

"This is a seven-days-a-week operation, and those loaders are running almost constantly, so we can't afford significant downtime. We place a lot of trust in the loaders,

Continued ...



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Value-added service

... continued

and they reward us with durability and outstanding uptime."

Kirby-Smith Machinery provided complimentary routine services for the first 2,000 hours under the Komatsu CARE program. During that time,

Kirby-Smith's technicians taught Swisher County's mechanic how to perform the maintenance so it could be completed in-house when Komatsu CARE expired.

"Komatsu CARE was a great deal, and the way Kirby-Smith stepped

up to train our mechanic was value-added," said Yeary. "Brady and everyone else we work with at Kirby-Smith provide good customer service. We buy our parts from them, and they always have them available when needed. If we do have an issue, all it takes is a phone call and Kirby-Smith is on it right away."

Good stewardship

No one knows for sure what lies ahead for the future of the beef industry as diet trends come and go. Whatever it brings, Swisher County Cattle Company and Friona Industries are committed to maintaining a quality approach to management practices.

"We believe in being good stewards of the animals, land and resources," said Peterson. "The animals' welfare is of utmost importance and is critical to safe and wholesome beef for consumers. We follow Beef Quality Assurance protocols, too, which are geared toward quality in every aspect of the beef industry as well as in consumer transparency." ■



Swisher County Cattle Company Yard Foreman Mario Nunez (left) talks with Kirby-Smith Territory Manager Brady McAlister about equipment. "Brady and Kirby-Smith provide good customer service, from making sure we have the right machines to servicing them and addressing issues in a timely manner," said Nunez.

Yard Foreman Mario Nunez blades a road with a Komatsu GD655-3 motor grader. "The GD655 is a good machine," said Nunez. "It's smooth to run and has the power when we need it."

► VIDEO





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BLACK HAWK SERVICES

Entrepreneurial spirit, perseverance drive Coalgate, Okla., contractor

Two weeks after his high school graduation in 1987, Chuck Horton took a roughneck job and believed that he had found his future career path.

Thirty-plus years later, the oilfields of Oklahoma and beyond remain a constant in Horton's life. Today, along with his son, Tagus, he operates his own businesses, which provide a host of services, mainly to the region's oil and gas industry.

Horton recalls roughneeling for some five years, where he met many new people. One of them introduced him to oilfield-type dirt work.

"I decided that was what I was truly interested in and wanted to do. Starting with a single dozer and moving forward, I kept adding to my equipment fleet to build it to where it is today," Horton recounted. "During our first few years, we focused on securing and building site locations for various oil and gas companies."

His company, Black Hawk Services, continues to do that, but has diversified significantly to take care of customers' needs from start to finish (groundbreaking to ongoing maintenance). With eight to nine crews and a staff of approximately 75, Black Hawk covers all of Oklahoma and completes projects in Arkansas, Texas, North Dakota, Pennsylvania and New Mexico.

"In addition to all the earthwork to prepare work sites, our capabilities include everything from roustabout work to construction-type projects. We have also built many office buildings and gas-plant facilities," said Horton.



Chuck Horton,
Owner



Tagus Horton,
Owner

Black Hawk can provide construction of tank batteries and compressors, install piping and hook ups for different areas at well sites as well as maintain pipeline facilities by sandblasting, painting and blading lease roads to keep them easily travelable for flow-through traffic.

"We also have tanker trucks that haul away wastewater from sites to our own disposal wells, as well as transport well mud. Whatever the need, in most instances, we can fill it," stated Horton.

Inventor, environmental service advocate

Horton's entrepreneurial spirit extends beyond the traditional realm of an oil and gas services provider. Another company he owns, Environmental Recovery Solutions, provides soil farming. Black Hawk picks up drilling mud, which is the waste left after drilling a new well, and then applies it as well as disks it into farm fields.

"It contains a lot of nutrients for the soil such as pot ash and phosphorous, so it's a good fertilizer," explained Horton.

He also invented and patented a machine known as the "Mudcat" that's designed to separate and recover diesel fuel from drilling mud. The mud goes back into the rig, which decreases costs. The resulting material is cleaner and can be more easily disposed of. Throughout the past 12 years, Horton has built 24 of the Mudcats.

Black Hawk Services' diversification reaches to areas outside of the oil and gas business. Approximately three years ago, the firm began offering its expertise to customers in the windmill industry, once again taking on a role in energy services. Horton estimates that this sector now



makes up roughly 20 percent of the company's assignments.

"A windmill sits on a large concrete pier, and we have the capability to dig the holes for those," Horton shared. "We help with site preparation such as dirt work for locations and the road work, including hauling rock and placing the gravel. Additionally,



Black Hawk Services uses Komatsu excavators, including this PC210LC-11 for digging trenches and moving mass amounts of earth. "Most of our work is by the yard, and the more you move and faster you do it, the better," said Owner Chuck Horton. "Across the board, whether it's excavators, dozers, trucks or our WA200 and WA320 loaders, Komatsu gets the job done."

we have lowboys to move any items that customers request and provide tankers for the jobs."

Kirby-Smith's service, Komatsu maximize production

Black Hawk Services uses those lowboys to move its own equipment as well. A large portion of its fleet consists

of Komatsu excavators, dozers, wheel loaders and trucks purchased from Kirby-Smith Machinery with the help of Territory Manager Dean Traylor, who has also assisted in the acquisition of Godwin pumps and other products.

"Service is of utmost importance to me, and Kirby-Smith is head and shoulders above the rest,"

proclaimed Horton. "They track my newer Komatsu machines with KOMTRAX, and if something shows up, Kirby-Smith is on it right away.

Continued . . .



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'Komatsu gets the job done'

... continued

The technician locates the machine, determines what the issue is and can get any needed parts before coming to the site. That saves time and maximizes production.

"Because we operate in varying locations, if we need something we call on the nearest Kirby-Smith branch, which may be in Oklahoma City, Tulsa, Dallas, Odessa, St. Louis, etc.," he continued. "We are taken care of

consistently. I can't always say that about other dealers."

While service is Horton's main priority, he appreciates that Kirby-Smith carries quality equipment from top manufacturers such as Komatsu. He uses two 354-horsepower, nearly 90,000-pound D155AX dozers with 12.3-cubic-yard blades to strip topsoil, level pads, slope banks and more.

"In southern Oklahoma there is a lot of rock, so having powerful, durable equipment is essential; and Komatsu fits the bill," said Horton. "We have some similar-size competitive dozers, and the Komatsus out-push them, hands down."

Black Hawk Services relies on several Komatsu excavators to dig and load, including PC130, PC210, PC290 and PC360 models. "Trenches vary in size, so we have a variety of trackhoes," said Horton. "If a project calls for hauling materials, we use 40-ton HM400 articulated trucks, and, in order to be most efficient and productive, we pair bigger excavators with them."

"In this business, maximum production is key. Most of our work is by the yard, and the more you move and faster you do it, the better," Horton added. "Across the board, whether it's excavators, dozers, trucks or our WA200 and WA320 loaders, Komatsu gets the job done."

Turning challenges into opportunities

Horton stays busy with additional ventures, such as a recently constructed building in Coalgate that houses the insurance and loan companies he helped start. He also owns an RV park and nearly 50 billboards along Oklahoma highways. Horton keeps inventing, too. He's currently focusing on new technology for flowback water in the oil and gas marketplace.

"There have certainly been some challenges to reach this point," said Horton. "For instance, at one time, we did quite a bit of residential earthwork. Right before the crash in 2008, I could see that housing was going to be rough. I got out of that market and never really went back. Oil and gas are cyclical. Sometimes, the downturns present an opportunity. I may not have invented the Mudcat, if I was busier in 2006."

"You have to learn to take the bad with the good and persevere," he concluded. "I don't give up, and I believe that's why Black Hawk has survived for nearly 30 years and will be here for a long time to come." ■



Black Hawk Services Owner Chuck Horton (left) and Kirby-Smith Machinery Territory Manager Dean Traylor look over the thumb of a Komatsu excavator. "Service is of utmost importance to me, and Kirby-Smith is head and shoulders above the rest," said Horton.

Using a Komatsu D155AX dozer this Black Hawk Services operator moves dirt. "In southern Oklahoma there is a lot of rock, so having powerful, durable equipment is essential; and Komatsu fits the bill," said Owner Chuck Horton.



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A photograph of two men standing outdoors. On the left is Brian Cronin, wearing a grey zip-up jacket, smiling at the camera. On the right is his cousin Thomas, wearing a dark zip-up jacket and a beard, also smiling. They are standing in front of a yellow Komatsu excavator. The excavator has "PC 21" and "KOMATSU" visible on its arm.

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

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CHAMBERS EXCAVATING & CONSTRU

Ownership change brings new direction for Oklahoma City contracting firm

Carrying on an organization's legacy offers a challenge for any subsequent owner, especially when the company has a solid reputation for delivering projects on time and on budget. Seven years ago, Cody Hill decided to tackle that task when he became part-owner of Chambers Excavating & Construction.

Hill credits a family friend, Silver Star Construction President Steve Shawn, for mentoring him during the early phases of his new venture. Shawn was the one who referred Hill to Chambers Excavating & Construction Owner Fred Chambers. Hill worked for the company six months before he and Shawn teamed up to buy the business from Chambers.

"Steve and I saw a great opportunity, and the timing was definitely right," said Hill. "Fred had more than 30 years in business, and he had built one of the most highly respected firms in the area, so that was a big plus. Additionally, I'm a disabled vet and a member of the Chickasaw Nation. There are special considerations for those ownership demographics when it comes to state projects."

Two years into the partnership, Hill purchased Shawn's interest in the company, becoming the Oklahoma City-based firm's sole Owner and President. During the past five years, Hill has shifted Chambers Excavating & Construction's primary focus.



Cody Hill,
Owner/President

"We still perform turnkey earthwork contracts that include everything from demolition and removal of old pavement and mass excavation to finish grading; however, earthwork with stabilization is our specialty," said Hill. "Fred offered more services, including utilities and paving, but we dropped them because many of our customers perform those tasks. We want to steer away from competing with them."

The company typically runs five full-time crews. Four focus on all aspects of dirt work and stabilization, while one acts as

a backfill and clean-up group. Chambers Excavating & Construction's territory covers the entire state of Oklahoma.

Rock-solid relationships

Hill estimates that about 90 percent of the company's time is spent as a subcontractor to developers and general contractors who take the lead on Oklahoma Department of Transportation (ODOT), and more recently, wind-farm projects. Chambers Excavating & Construction continues to team up with many of them on a repeat basis.

"We pride ourselves on quality service. It's really a two-way street – we sub our



services to several companies, and on the rare occasions when we do prime contract a job, we, in turn, use those businesses to take care of the aspects we don't handle. That's helped us develop and keep some rock-solid relationships," shared Hill.

One of Chambers Excavating & Construction's recent assignments included tree clearing, demolition, excavation and stabilization for new on- and off-ramps at Rogers Lane along Interstate 44 near Lawton. Hill's firm removed 30,000 square yards of concrete and 15,000 square yards of asphalt and performed close to 100,000 yards of unclassified excavation in addition to 52,000 square yards of stabilization.

Crews completed a similar amount of unclassified excavation and 40,000 square yards of stabilization for the parking area and building pad at the Riverstar

Casino in Terral. The same contract saw them move nearly 120,000 yards of dirt to construct lagoons.

"Our largest pure stabilization job was approximately 400,000 yards for a wind farm," Hill reported. "We are also doing some ODOT work with 200,000 yards, so we get into some fairly sizable projects."

Wirtgen stabilizers improve production

Growing up on a ranch, Hill was familiar with operating equipment before he landed a position at Chambers Excavating & Construction. He and his father still ranch, running about 500 head of heifers and 2,000 to 3,000 yearling calves at a time. The Hills use skid steers, tractors, dozers and excavators to maintain their property.

"The ranch gave me a heavy equipment foundation, but I had little to no construction experience," said Hill. "I gained that working with Fred and Steve. The business came with a Komatsu PC220 excavator that has since rolled over 20,000 hours and continues to deliver each day loading dirt and concrete. It's not the prettiest thing to look at, but it gets the job done."

Like Chambers, Hill has developed strong relationships with Kirby-Smith Machinery and Territory Manager Ryan Bebee. His first meeting with Bebee was about putting a thumb on the PC220. Then, two years ago they discussed the advantages of a Wirtgen WR 200i soil stabilizer/cold recycler.

"I needed a bigger stabilizer for a large project, so I rented the WR 200i," Hill recalled. "Right away, we saw the benefits, so we kept it for another job, and we still haven't returned it."

Hill purchased the machine and has since added a larger WR 240i. "We typically get 40 to 60 feet per minute with the Wirtgen machines," Hill shared. "They have increased our production by 30 to 40 percent, with the ability to run anything through them – fly ash, lime, cement or slurry – and achieve a quality finished product. Those can be nasty materials, so having the operator protected in an enclosed, climate-controlled cab is fantastic, too."

Continued ...



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Approximately two years ago, Chambers Excavating & Construction began adding Wirtgen soil stabilizers/cold recyclers. "I needed a bigger stabilizer for a large project, so I rented the WR 200i," said Owner/President Cody Hill. "Right away, we saw the benefits, so we kept it for another job, and we still haven't returned it."



Name change on the horizon

... continued

Both Wirtgen machines have a port on the front to attach a water tanker. Operators have the ability to control the intake flow to ensure the proper balance of water and stabilization material.



Chambers Excavating & Construction Owner/President Cody Hill (left) talks with Kirby-Smith Machinery Territory Manager Ryan Bebee at Hill's office in Oklahoma City. "Ryan and everyone at Kirby-Smith are great to work with. They understand my business and the needs that go with it, and they ensure they're met," said Hill.

"That feature provides more consistent moisture content throughout every inch of the stabilized area," Hill noted.

In addition to the stabilizers/cold recyclers, Hill has purchased a Hamm H 11i soil compactor with an enclosed cab and a Trail King trailer with Bebee's assistance. He buys parts and service items from Kirby-Smith's Oklahoma City branch and turns to them for technical support, as needed.

"We rarely have issues with any equipment from Kirby-Smith, and if one does pop up, they are right there to resolve it quickly," said Hill. "(Product Service Manager) Jason Edens deserves a pat on the back for helping in those instances. Ryan, Jason and everyone at Kirby-Smith are great to work with. They understand my business and the needs that go with it, and they ensure they're met."

Name change coming

Hill, a Marine veteran, was seriously injured in 2006 while serving in

Iraq when an improvised explosive device hit the Humvee he was riding in. The other three service members in the vehicle died. Now, Hill plans to change the name of Chambers Excavating & Construction to honor his three military brothers killed in action – Jared Shoemaker, Eric Valdepenas and Doc Walsh and – by rebranding to ShoeValDoc Construction.

"It's been in my mind from the start; we were obligated to keep the Chambers name for a certain length of time, and that's been met," said Hill. "While our name will change, the course we are on will stay the same. Our specialty is ODOT, tribal and wind-farm projects. Residential could be in the mix as well. Additionally, I want to pursue crushing because I believe the end product from recycling concrete is ideal for a variety uses. But, at the moment, our dream jobs are those long stretches of roadway or the wide-open fields for wind farms where we can run full steam." ■

Chambers Excavating & Construction's specialty is stabilization, and it uses Wirtgen soil stabilizers/cold recyclers to get the job done. "We typically get 40 to 60 feet per minute with the Wirtgen machines," said Owner/President Cody Hill. "They have increased our production by 30 to 40 percent, with the ability to run anything through them – fly ash, lime, cement or slurry – and achieve a quality finished product."

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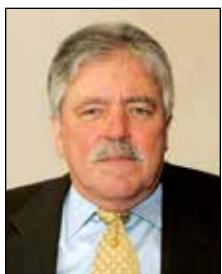
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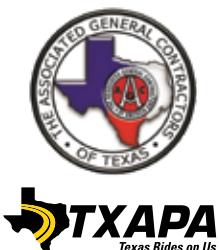
Texas trade groups promote motor vehicle safety and road-building technology

While preparing for upcoming Texas Asphalt Pavement Association (TxAPA) meetings, I reflected on the importance of both AGC of Texas and TxAPA – the two associations most connected to road building in the state. These organizations provide a vital link between the industry and TxDOT, creating an open dialogue. In this changing time with unprecedented growth in the state and great strides in technology, communication is vital. As the public demand for new and improved highways continues to increase, challenges for the industry and TxDOT will become greater as well.

In the case of technology, the relationship that the associations maintain among owner (TxDOT),



Gary Corley,
Kirby-Smith
Paving & Compaction
Specialist



industry and the academic community, allows a transparent assessment of emerging technologies and their value in the placement of quality pavements. This communication serves as a good filter to determine which processes add value to road building, which need refinement and which create additional costs with little or no value in return.

That said, technology is impacting the construction industry, and clearly, it is the way forward to better roads. Two examples are infrared technology to determine segregation and the foamed bitumen recycling process for secondary-road recovery. Infrared technology is now standard on all TxDOT jobs and provides excellent quality control. Foamed bitumen, on the other hand, recently earned TxDOT acceptance by demonstrating great

Economic success and an accompanying influx of new residents in Texas have placed a burden on the state's highway system. Traffic safety is a key issue that the paving industry is collaborating with TxDOT to address.

benefits in both cost and construction time. These are well-proven processes that deliver value to TxDOT and the industry. Both Wirtgen Group and Kirby-Smith Machinery are leaders in providing and promoting such technologies.

Economic growth strains highways

Another issue facing TxDOT and the paving industry is the socioeconomic impact of population growth on Texas roadways. The state's economic success and resulting influx of new residents has placed a burden on the highway system. Promoting public safety is the necessary response to this issue. The AGC of Texas and TxAPA have partnered with TxDOT in an unprecedented information and safety campaign to reduce traffic fatalities and encourage highway safety. A combination of more traffic, impaired driving and distracted driving has created a safety crisis. The sad reality is that at least one person has been killed each day on Texas highways since November 7, 2000.

The two associations have embraced TxDOT's "#EndTheStreakTX" program and have initiated their own safety programs as well. With more than 200 company vehicles on the road, safety is an integral part of Kirby-Smith's corporate culture and mission statement: "Safety Driven Because We Are Family Focused."

As you can see by these activities, our support and involvement with the AGC of Texas and TxAPA is well-founded, as is our confidence in their mission to serve the industry. Correspondingly, the Kirby-Smith brand is highly respected within both associations, and we will continue to be a leader in the state's highway industry. ■

Editor's note: This article was written by Gary Corley of Kirby-Smith Machinery.



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INDUSTRY EVENT

Kirby-Smith Machinery showcases its extensive lineup for the West Texas market during PBIOS

As the West Texas oil and gas market continues to boom, Kirby-Smith Machinery highlighted its wide range of products to support customers during the Permian Basin International Oil Show (PBIOS), held at the Ector County Coliseum in Odessa. One of the featured products made its international debut – National Crane's new NBT30H-2 TM boom truck (see related article on page 23).

Attendees could also get an up-close look at products from Komatsu, Takeuchi, Terramac and the Wirtgen Group, as well as attachments from NPK and REMU. In addition to equipment, Kirby-Smith personnel and manufacturer representatives answered questions about their specific products.

"With earthmoving equipment, cranes and attachments, we cover every aspect of the oil and gas industry," said Jeff Weller, Kirby-Smith Chief Operating Officer and Executive Vice President. "We are committed to ensuring our customers' success. That's why we have invested heavily



Jeff Weller,
Chief Operating
Officer and Executive
Vice President



Chuck Thompson,
West Texas Area
Manager

in machinery, parts and service capabilities in this area, including an addition to our Odessa branch, with further expansion in the works."

Komatsu equipment included *intelligent Machine*

Control products – a D155AXi-8 dozer and a PC360LCi-11 excavator with integrated GPS technology. "In the oil and gas industry, *intelligent Machine* Control is gaining prominence because customers can use these products from

Continued . . .



Kirby-Smith Machinery personnel and manufacturer representatives were on-hand to answer questions.

► VIDEO

Kirby-Smith Machinery's exhibit included an exclusive look at the first National Crane NBT30H-2 TM boom truck, which made its international debut at the PBIOS, as well as a Komatsu PC360LCi-11 excavator equipped with an NPK hammer. A REMU padding bucket was also displayed.

Discover more at
KirbySmithConnection.com



'Kirby-Smith is a one-stop solution'

... continued

rough cut to finish grade," said Buck Lawson, Komatsu Senior District Manager. "The dozer is great for putting well sites and access roads to grade faster and more efficiently. The excavator won't allow the operator to dig below target grade, so digging pipe trenches is more consistent and cost effective with less bedding material."

Kirby-Smith equipped the PC360LCi-11 with an NPK GH15 hammer for the show. The 8,000-foot-pound-class attachment is ideal for 35-ton to 50-ton excavators. "West Texas is known for hard terrain, and the GH15 is popular because it's outstanding in breaking up caliche and other hard soils," said District Manager Ryan Perkins. "Customers use the hammers for building sludge ponds, starting pipe trenches and more. Kirby-Smith has several in its rental fleet, as well as for sale."

Versatile machinery

REMU Vice President Eric Dupee noted that the EX140 padding bucket is a great fit for the pipeline industry. Designed for 16-ton to 25-ton excavators, it features a sturdy chassis and drive system. "It's built to last in harsh conditions," said Dupee. "Operators can dig with it,

then make three-quarter-inch-minus and one-inch minus bedding materials, which tend to be standard spec for padding pipe. The versatile EX140 is also useful for topsoil screening, compost and a host of other applications."

Versatility is also one of the strong suits of Terramac crawler carriers, such as the RT14. Regional Sales Representative Jesse Whitaker described the rubber track machines as the Swiss Army knife of the pipeline industry. He noted that the machines are user-friendly with a single joystick control and roomy cabs. The RT14 is the largest of Terramac's four models, with a carrying capacity of 28,000 pounds.

"They can be equipped with a dump bed, but you can mount almost anything to them, including hydroseeders, tack rigs, straw blowers, welders and more," said Whitaker. "With the rubber tracks, they can traverse nearly any terrain, including muddy, sandy and sensitive conditions that require low ground pressure."

Takeuchi Regional Product Manager Sam Schneider shared that Kirby-Smith Machinery carries a

variety of Takeuchi products, including its largest track loader, the TL12V2, which has numerous uses for oil and gas companies. Schneider pointed out that the 13,000-pound-operating-class machine has high bucket and lift arm breakout force, as well as excellent tractive effort.

"Companies use them with dirt buckets for moving larger, heavy materials, smooth buckets for sand as well as forks and grapples for lifting pipe," said Schneider. "This industry demands reliability and durability, and Takeuchi products deliver."

Matches capabilities

Kirby-Smith Machinery's exhibit was one of the most extensive at the PBIOS. West Texas Area Manager Chuck Thompson said this matches the company's capabilities.

"We want attendees to see that Kirby-Smith is a one-stop solution to meet their needs," said Thompson. "We have a very sizeable machinery inventory, including one of the largest rental fleets in the country. In the past eight years, we have doubled in size in this area to ensure that we can fully support the market. This commitment includes personnel to service the equipment." ■



Komatsu, Takeuchi, Terramac and Wirtgen Group products were prominently featured at Kirby-Smith Machinery's exhibit area during the Permian Basin International Oil Show held in Odessa last fall.



Attendees could try their luck to win prizes with a slot machine, and Kirby-Smith Machinery hosted a happy hour to add a bit of fun to the event.



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RT9



RT14



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NEW TRACTOR-MOUNTED CRANE

National Crane's NBT30H-2 TM delivers all-around stability, long boom reach

National Crane's new 30-ton NBT30H-2 TM made its international debut as part of Kirby-Smith Machinery's exhibit during the Permian Basin International Oil Show (PBIOS). The unique tractor-mounted version of the popular NBT30H-2 truck-mounted crane features 360-degree stability and a 69-foot boom, making it ideal for oil-field applications and taxi-crane work.

"With the tractor-mount configuration, which includes a fifth-wheel plate, you can pull a trailer behind to deliver tank batteries, fracking equipment and more," said John Arterberry, National Crane Account Executive for Kirby-Smith Machinery. "The 69-foot boom provides the flexibility to reach to the end of a trailer bed and pick 3,620 pounds at full reach and at 0 degrees of boom angle. We're honored to be the first to showcase it."

Power, versatility

The NBT30H-2 TM's long boom and a maximum tip height of 78 feet enable more jobsite utilization than a traditional 51-foot



John Arterberry,
National Crane
Account Executive,
Kirby-Smith Machinery



J.C. Hoffman,
Engineer, Manitowoc

tractor-mount boom. The 360-degree stability, with or without a trailer attached, comes from out and down main riggers and stabilizers, as well as a fully integrated heavy-duty front outrigger; all of which can be used with full-, mid- and retracted-span chart configurations. The hoist features a two-speed, high-performance planetary winch with a 390-foot, 9/16-inch rotation-resistant wire rope that has a 7,700-pound single-line pull.

"This is a lifting solution," stated J.C. Hoffman, an engineer with Manitowoc (National Crane's parent company) who was on-hand at PBIOS. "There was definitely a gap in our product line, and the NBT30H-2 TM fills

it. It gives users an operating radius that is about 20-foot larger than our nearest competitor."

National Crane placed a sturdy boom rest immediately behind the truck cab for solid boom support in rugged oil-field

environments and quick, easy access to the truck engine for serviceability. The crane features nearly five feet of truck-frame space available between the crane's frame and the back-of-cab boom rest. This space will accommodate up to 2,500 pounds of customizations such as platform installation, chain-rack storage and tool boxes while still meeting Federal Bridge Law requirements.

"This is the next big thing for energy companies that want to maximize efficiency in costs for delivery, offloading and setting. There is already great interest in the NBT30H-2 TM," said Arterberry. "This crane has several other productivity features that make it standout, and we encourage anyone interested to contact us about adding it to their fleet."

Due to high demand and limited availability for chassis and cranes all across the country, I would suggest that buyers place their orders for machines now," shared Arterberry. "This gives our customers the opportunity to choose from many different available options for both the chassis and crane. They'll save time and money by pre-ordering exactly what they want." ■



National Crane's new NBT30H-2 TM features 360-degree stability and a 69-foot boom, making it ideal for oil-field applications and taxi-crane work. Its long boom and a maximum tip height of 78 feet enable more jobsite utilization than a traditional 51-foot tractor-mount boom.



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AG SHOWCASE



Kirby-Smith Machinery highlights equipment, product support capabilities at annual Amarillo Farm & Ranch Show

Kirby-Smith Machinery highlighted how wheel loaders and track loaders are effective tools in agricultural applications at the annual Amarillo Farm & Ranch Show. The three-day event drew more than 20,000 visitors to the Amarillo Civic Center where they could check out the industry's latest innovations.

Komatsu's WA200-8 wheel loader, Takeuchi's TL12V2 track loader and a Fecon Bull Hog mulching attachment that was connected to the track loader were all spotlighted. Representatives from Kirby-Smith Machinery and its manufacturing partners were on-hand to answer questions about the products on display.

"As the largest indoor agricultural show in the country, it gives guests an opportunity to learn about a lot of equipment in one location," said Kirby-Smith Machinery Territory Manager Brady McAlister. "Most people probably think of tractors first when it comes to farm and ranch applications. We want them to see that the equipment we carry is a great alternative, offering high availability, production and efficiency."

Kirby-Smith Machinery equipped the Komatsu WA200-8 with a 3-yard light-material bucket, as well as a quick coupler to show how fast and easy attachment changes can be.

"Customers love the versatility of the WA200," said Komatsu Senior District Manager Buck Lawson. "It's a great machine for cleaning pens, feeding livestock, running brush attachments, moving hay with forks and more. With its standard parallel-lift linkage, the load stays level. Its high-lift capacity and outstanding reach enable it to easily load material into tall feed wagons."

Continued ...



Discover more at
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Kirby-Smith Machinery showcased the Komatsu WA200-8 wheel loader, which was equipped with a 3-yard light-material bucket. "It's a great machine for cleaning pens, feeding livestock, running brushes, moving hay and more," said Komatsu Senior District Manager Buck Lawson. "With its standard parallel-lift linkage, the load stays level. Its high-lift capacity and outstanding reach enables it to easily load material into tall feed wagons."

Buck Lawson
Komatsu Senior
District Manager

▶ VIDEO

Great opportunity to reach the agricultural industry

... continued

The 25,000-pound-plus loader also features a hydrostatic transmission that provides dynamic braking. "When an operator lets off the accelerator, the loader immediately slows down," Lawson explained. "That's useful in situations where livestock are in close proximity. Another great benefit of that is longer

brake life. We frequently see these machines go 6,000 hours or more before needing new brakes."

Versatile track loader

The 111-horsepower Takeuchi TL12V2 comes standard with auxiliary circuits to run buckets as well as forks, mulchers, grapples and more. Owners

use the 13,000-pound track loader for right-of-way clearing, vegetation management, material movement, pen cleaning and a host of additional tasks. It is the largest in Takeuchi's track loader lineup and features a vertical lift loader arrangement.

"Takeuchi uses high-performance pumps, cylinders and components to ensure rugged durability," said Sam Schneider, Takeuchi Regional Product Manager. "Couple that with the highest tractive effort in its class and excellent bucket breakout, and you have a very capable machine in a relatively compact unit. Additionally, the track loader offers low ground pressure, so it tiptoes around soft conditions."

McAlister noted that attendees of the Amarillo Farm & Ranch Show were interested in more than just the machinery.

"They want to know that the dealer will be there for them after the sale, and we emphasize Kirby-Smith's product-support capabilities," stated McAlister. "This is a great show that provides an opportunity to demonstrate how we can be of service to those in the agricultural industry. We are a full-line distributor with solutions for nearly any need that farmers and ranchers may have." ■



Show attendees could learn about the features of the Takeuchi TL12V2 track loader, which was equipped with a Fecon Bull Hog mulching head. "Takeuchi uses high-performance pumps, cylinders and components to ensure rugged durability," noted Sam Schneider, Takeuchi Regional Product Manager.



(L-R) Rhett, Andrew and Scott Johnson as well as Cody Campbell enjoyed the Amarillo Farm & Ranch Show and the equipment in the Kirby-Smith Machinery booth.



John Schuler (left, holding Briggs) and his father Gene (holding Hayes) spent some time checking out the Komatsu WA200-8 in Kirby-Smith Machinery's exhibit.



Josh (left) and Heath Reinert of Reinert Hay Company stopped by and received some new Kirby-Smith Machinery hats during the Amarillo Farm & Ranch Show.

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A 'GAME CHANGER'

First contractor to use revolutionary *intelligent* Machine Control is more efficient, productive than ever

Liesfeld Contractor takes pride in being at the forefront of construction technology. The Richmond, Va., earthwork contractor was one of the first in its community and surrounding area to use a dozer with an aftermarket GPS grading system.

"It was awkward, but it was cool; and, at times, it would grade by itself using an indicator system," recalled Vice President Joe Liesfeld III, who along with his father, Joe Jr., own and operate the firm. "The technology continued to improve, which helped with efficiency, but the drawback was that our operators had to spend time installing and taking down masts and cables every day. That takes a bite out of production time."



Joe Liesfeld III,
Vice President



Kelby Morgan,
Project Manager

When Komatsu introduced its initial *intelligent* Machine Control dozer five years ago, Liesfeld Contractor jumped at the chance to be the first to demonstrate the revolutionary D61i-23 with factory-integrated GPS that required no time-consuming set up of masts or cables.

Komatsu has since added five more sizes of the machine: D39i, D51i, D65i, D85i and D155i. Some of the dozers are in their second generation, including the D61i-24s. All feature fully automatic blade control from first pass to last. During rough-cut, if the system senses excess blade

load, it automatically raises the blade to minimize track slip and maintain forward momentum. The blade also automatically lowers to push as much

material as possible for maximum production in all situations.

"Right away we recognized that the original D61i was a game-changer," stated Project Manager Kelby Morgan. "Komatsu built a bulldozer around GPS, versus trying to adapt GPS to the bulldozer. By doing that, they created a superior product. After the trial period, we made it part of our fleet and have since put additional units to work. We use them in all facets of construction, from stripping topsoil to putting a site to final grade. The accuracy is outstanding."

Accuracy delivers productivity

With thousands of machines in North America and total fleet hours into the millions, Komatsu's *intelligent* Machine Control dozers have proven to reliably deliver accuracy on jobsites.

"The blade is a dirt pusher, and it's also our survey crew," stated Liesfeld. "The dozers always know where they are in relation to final elevation. They have virtually eliminated staking and the need for extra labor to check grade, which is a huge cost savings. After the site model is loaded into a machine, we set up a base station and a benchmark, and that's it. We have noticed the biggest savings with fine grading. This technology allows us to do (finish grading) three to four times faster than before we acquired the first *intelligent* Machine Control dozer."

A Liesfeld Contractor operator grades with a Komatsu D51PXi-24 dozer. "The blade is a dirt pusher, and it's also our survey crew," said Vice President Joe Liesfeld III. "This technology allows us to do (finish grading) three to four times faster than before we acquired the first *intelligent* Machine Control dozer."



▶ VIDEO

Liesfeld Contractor's Technology / GPS Manager Chris Ashby builds 3-D site models based on CAD files provided by engineering firms. After checking for accuracy, he sends the models to the dozers via Topcon's SiteLink3D system.

"It's seamless, and once the model is loaded, the machine is ready to go to work," said Ashby.



Komatsu *intelligent* Machine Control excavators, including this PC360LCi-11, are go-to machines for Liesfeld Contractor, which puts them to work excavating, digging trenches and constructing ponds. "They have the versatility to move mass quantities of materials as well as do precision work such as slopes, so we were able to construct a relatively large pond rather quickly," said Technology/GPS Manager Chris Ashby.

"The operator always has an overall, site-grading map available on the high-res monitor, detailing elevations and where cut- and-fill locations are. If there is a change, I can send an update directly to the machine, so that adjustments are virtually instantaneous."

Excavators effective in every application

Ashby can also transmit revised information to the firm's *intelligent* Machine Control excavators. Komatsu announced their arrival with its PC210LCi-10 – the world's first such excavator – approximately one year after the D61i-23 dozers. Liesfeld Contractor runs a second-generation PC210LCi-11, as well as PC360LCi-11 units.

Among a host of standout features in the excavators is an exclusive control function that goes beyond simple guidance to semi-automatically limit overexcavation and trace a target

surface. Once the target elevation is reached, no matter how hard an operator tries to move the joystick to lower the boom, the excavator won't allow it. This reduces wasted time and the need for expensive fill materials.

"The main uses for our excavators are trench digs for dry utilities, so the models are done on a ditch-by-ditch basis, because each is unique," Ashby pointed out. "Recently, on a large project, we had dozens to dig. If each required staking and we needed someone to constantly check grade, the cost would have been fairly high. Once I loaded the models, the operators could simply excavate the trenches and move the dirt."

Morgan added, "There were a lot of ups and downs to those utility trenches compared to straightforward ditch digs, which added to the complexity. As a result, there was no way to use laser guidance. Every grade break

required staking, but the integrated system eliminated the need for that. The technology allowed us to work confidently, knowing that once the excavators reached target depths at each point of the trenches, our operators could not go beyond that."

On the same project, Liesfeld Contractor used the excavators for additional applications. "They have the versatility to move mass quantities of materials, as well as do precision work such as slopes, so we were able to construct a relatively large pond rather quickly," said Ashby. "Because these excavators are accurate and could put the entire area to grade, we did it without a dozer. That eliminated additional machine costs."

Continued ...



Discover more at
KirbySmithConnection.com

'The technology allowed us to work confidently'

... continued

What others are saying about intelligent Machine Control



"The accuracy is spot-on, and we aren't wasting materials due to overcutting. The technology is easy to use – download a file to the machine, and you're ready to roll in just a few minutes."

Bret Barnhart, Owner, Bret Barnhart Excavating



"I think what stood out the most to me was using the PC490LCi to cut a slope, and when it was done, the slope was smooth as glass. We loaded the plans, and it cut right to grade with no stakes or grade checkers."

Pete Sewczak, Vice President, Zak Dirt



"(The integrated system) saves us time and money by eliminating the need to put up and take down masts, and we no longer worry about them getting damaged or stolen. What stands out is the increased production and efficiency. We simply plug the plans into the machines and go to work."

Randy Ellis, Owner/Vice President, R&T Ellis



"The savings of time and material costs have been significant. We don't need surveyors to drive new stakes or replace the ones that invariably get knocked down."

Mike Greenfield, Owner/President, Greenfield Trucking



Chris Ashby,
Technology/GPS
Manager

Liesfeld Contractor uses its intelligent Machine Control dozers, including this D61PXi-24. "Right away we recognized that the original D61i was a game-changer," said Project Manager Kelby Morgan. "Komatsu built a bulldozer around GPS, versus trying to adapt GPS to the bulldozer. By doing that, they created a superior product."

Upped the ante

Joe Liesfeld Jr. founded Liesfeld Contractor in 1972, clearing house lots with a dozer, chainsaw and a dump truck. As the years progressed, so did the company. By the mid-1980s, commercial site work and other large projects that involve a comprehensive package of services became the norm, most of them for repeat customers. The Liesfelds also operate an environmental company that offers wetland construction, as well as a recycling operation.

Expansion continued through the 1990s, when Joe III and his brother, Kenny (who's no longer with the company), as well as Morgan joined the business. The trio were instrumental in bringing GPS technology to Liesfeld Contractor's jobsites.

"We have moved millions of yards of dirt through the years, and we've always sought ways to be as efficient and productive as possible," said Morgan. "The intelligent Machine Control products really upped the ante. They make operators at every career level more effective, and our people love them." ■



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**"THERE'S NOTHING THIS
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ANTHONY CARLTON / OWNER / CARLTON, INC / ALPINE, UT



"Using and understanding the new product technology, available from Komatsu for our business, made me apprehensive at first. But our dealer and their technical support have worked with us to help us make the tech work for our needs. I am seeing the benefits now. I'm on board and love it!"

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029

INTELLIGENT INSTALLATION

Boomerang Corp. finds added value on utility applications with PC490LCi excavator

Since opening his own construction company in 1998, Bryce Ricklefs has always looked outside the box to find a hidden niche to help his company, Boomerang Corp., thrive.

Twenty years later, Ricklefs continues to search for those advantages, which is why he selected a Komatsu *intelligent* Machine Control PC490LCi excavator with integrated GPS technology.

"We were one of the earliest adopters of GPS because we knew it would help save time and money, and it's a strategy that continues to work," shared Ricklefs. "For us, it was a no-brainer to add the PC490LCi to our fleet."

While most PC490LCi owners use the excavator in mass grading applications, Ricklefs believed the machine also offered advantages on Boomerang's utility-installation projects.

"Using the PC490LCi for utility applications has improved our efficiency," reported Ricklefs. "It's quicker and more cost effective because we can hit grade without a person in the hole guiding the operator; the machine does that step for us. Plus, the plans are right there on the screen in the cab, so the operator doesn't have to get out or stop to ask as many questions. We can get on grade, switch to pipe and move to the next cut faster."

"We reduce the amount of material because the excavator prevents overdigging, which also saves on rock as the bottom of the cut is always uniform," he added. "In addition to material savings, it enables us to provide a quality finished product with consistent bedding throughout the project."



Bryce Ricklefs,
President
Boomerang Corp.

Komatsu delivers

Komatsu was on-hand to assist Boomerang in unlocking the advantages of the system.

"They came here for training and helped us set up," noted Ricklefs. "It was quick and easy. Right now, we are about 10 percent more efficient and regularly within one-tenth of a foot of grade. As we get more comfortable, I'm confident we will see both of those numbers improve."

Boomerang recently expanded its investment in *intelligent* Machine Control technology as it acquired a PC360LCi excavator in 2017 and two D51PXi dozers early last year.

"Our purchase of the PC360LCi is a direct result of our experience with the PC490LCi," stated Ricklefs. "They are the first of what I envision as many Komatsu i-machines for us." ■



Discover more at
KirbySmithConnection.com

▶ VIDEO



A Boomerang Corp. operator uses a Komatsu *intelligent* Machine Control PC490LCi excavator to dig a trench to install storm pipe. "Using the PC490LCi for utility applications has improved our efficiency," said Boomerang Corp. President Bryce Ricklefs. "We can hit grade, switch to pipe and move to the next cut faster."

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EFFICIENT MATERIAL MOVEMENT

Komatsu's new wide-blade dozer excels when low ground pressure is needed

The ability to move mass quantities of material and finish grade with one machine on a variety of jobsites is a distinct advantage. Komatsu's new D65PX-18 Wide VPAT (Variable-pitch Power Angle Tilt) Blade Specification dozer provides it in a package that includes nearly a foot more blade width and six-inch larger track shoes than its standard counterparts. Traditional and *intelligent* Machine Control models are available.

The 53,925-pound dozers have 14.1-foot, six-way blades, which deliver greater grading productivity and versatility, according to Chuck Murawski, Komatsu Product Manager, Dozers, who emphasized that customers are increasingly using these size-class dozers for more than slot dozing. Komatsu beefed up the C-frame to ensure it could carry the wider blade.

"Our D65s handle the heavy lifting of stripping, cutting and pushing, and the Wide VPAT blades make them excellent finish dozers," he said. "Each has increased steering power for greater maneuverability, and we added an automatic shift mode with a full-time torque converter that maximizes production and efficiency on both short and long pushes. The hydraulics are smooth, so operators can control the blade with little effort."



Chuck Murawski,
Komatsu Product
Manager, Dozers

Light footprint

The D65PX-18 Wide VPAT Blade Specification models really stand out in sensitive areas, said Murawski. Ground pressure with the 36-inch track shoes is approximately 5 PSI, which is 14 percent lower than machines with 30-inch shoes.

"This makes them ideal for projects such as landfill cells where the dozer is running across a liner or in pipeline construction where it's operating on top of buried pipe," reported Murawski. "Another advantage is that the shoes are centered on the track compared to being offset like some competitive models, so the load is always evenly distributed. That helps lengthen undercarriage life."

Komatsu equipped the D65 dozers with its PLUS (Parallel Linkage Undercarriage System) Undercarriage, which features rotary bushings and larger components that undergo a unique heat-treating process for increased strength and durability.

"Customers report increased flotation and better traction with the wide, 36-inch track shoes; greater stability on slopes with the 7 percent wider track gauge; faster times when spreading material using the 14.1-foot blade; and a smooth, comfortable ride from a well-balanced machine," said Murawski. ■



Discover more at
KirbySmithConnection.com

Quick Specs on Komatsu's D65PX-18 Dozer Models

Model	Horsepower	Operating Weight	Blade Capacity
D65PX-18 Wide VPAT and D65PXi-18 Wide VPAT	217 hp	53,925 lb	5.8 cu yd





912FHM



922FHM



NEW PC1250-11 EXCAVATORS

Increased horsepower significantly boosts productivity and profitability

Numbers tell the tale on Komatsu's upgraded PC1250 excavators. They offer a 13 percent boost in horsepower and up to 8 percent greater productivity, all while maintaining the fuel consumption of their Dash-8 predecessors. Two configurations are available – the PC1250-11 with a short undercarriage and a PC1250LC-11 with a long undercarriage – allowing users to match the excavator to their particular applications.

"The higher horsepower delivers additional power to the pumps, which helps the excavator handle the high-demand segments of a cycle more effectively," said Kurt Moncini, Komatsu Senior Product Marketing Manager, Tracked Products. "We also made some changes to reduce hydraulic pressure loss for improved efficiency. During tough applications, the machines keep their digging force longer. Operators who have run the Dash-8 model, should notice a significant increase in performance."

Companies involved in large, high-volume excavating jobs should choose the short undercarriage PC1250-11, which has a shorter boom that's thicker at the arch. "This short-boom configuration allows customers to use a bigger bucket," explained Moncini. "It's primarily made for one application – high-production truck loading. Fifty-ton to 70-ton-class trucks are an ideal match, but the PC1250-11 is also more than capable of loading up to 100-ton trucks."

Versatile LC configuration

In addition to mass excavation and truck loading, the PC1250LC-11 long-undercarriage configuration



Kurt Moncini,
Komatsu Senior
Product Marketing
Manager,
Tracked Products

excels in deep sewer and water trenching, general construction and mining/quarry applications. It features a standard 29-foot, 10-inch boom and arm options of 11'2", 14'9" and 18'8".

"The long undercarriage model provides greater versatility because its arm options and longer boom enable larger digging envelopes with greater reach and digging depths," said Moncini.

"The ability to handle objects such as manholes and box culverts is outstanding, too. This is a great, larger-size, multi-purpose excavator.

"Komatsu's Business Solutions Group can help identify the right configuration and machine specifications to best suit customers' operations," added Moncini. "Whichever they choose, either excavator will meet their needs and do so more productively and efficiently, which increases profitability." ■

Quick Specs for Komatsu's PC1250 Excavators

Model	Net Horsepower	Operating Weight	Boom Length
PC1250-11	758 hp	259,960-265,900 lb	25 ft, 7 in
PC1250LC-11	758 hp	269,300-275,240 lb	29 ft, 10 in

Komatsu's new PC1250-11 short-undercarriage, mass-excavation excavator (shown below), as well as the PC1250LC-11 long undercarriage model, deliver greater production while maintaining the same fuel efficiency as their Dash-8 predecessors.



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ENGAGING MINE OPERATORS

Brian Yureskes, Director of Sales and Global Accounts, direct conversations benefit mining customers

QUESTION: Customer engagement is a key element of Komatsu's commitment to helping them run more productively, and it gains valuable feedback for machinery improvement. What role does it play for Komatsu Mining?

ANSWER: We are engaging both current and potential customers by going into the field more often in order to better understand their operations, requirements and what they expect from us. We want them to know how Komatsu can meet their needs with a variety of innovative and technologically advanced trucks that move massive amounts of materials, as well as with the support to ensure that they do so in the most efficient manner possible. These direct conversations also provide valuable feedback as we look to the future.

This year is the 10th anniversary of our Autonomous Haulage System,

Continued ...

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.



Brian Yureskes,
Director of Sales and
Global Accounts,
Komatsu Mining

It was almost a foregone conclusion that Brian Yureskes would become Director of Sales and Global Accounts, Komatsu Mining. He started with Komatsu six years ago in product marketing for construction equipment and became Director of Training and Publications at the company's Customer Center in Cartersville, Ga. Then, in 2015 the opportunity to move into mining presented itself, and Yureskes took it.

"My first job out of college was in operations management for a mining company," recalled Yureskes, who graduated from the Colorado School of Mines in 2005 with a mining engineering degree. He recently completed his MBA at Bradley University in Peoria, Ill. "When I came to Komatsu, I was indifferent as to whether I worked in construction or mining, but, with my background, it made sense that I would eventually migrate to the mining side."

Three years ago, he took the role of a Business Development Lead, working closely with a single mining customer. Last year, Komatsu Mining expanded his duties, putting him in charge of global efforts.

"I have always found mining enjoyable," he shared. "Playing in the dirt with trucks seems like such a natural fit."

Yureskes and his wife, Katherine, have two children and like to stay active. He enjoys weightlifting, mountain biking, basketball and playing some golf now and then. "I don't like to sit still," he said.

Brian Yureskes, Director of Sales and Global Accounts, Komatsu Mining, says customer engagement provides valuable feedback that can have a direct impact on new products.



Mining trends foretell future growth

... continued

or AHS. During the past decade, the system has moved around 2 billion tons of material. Mines that are not utilizing AHS vehicles are seeking information about the benefits, which are outstanding. In the past, there may have been some reluctance on our part to talk about these advantages beyond our AHS customer base. We are more actively spreading the word to customers through various means, such as inviting them to our proving grounds where we field test the trucks.

QUESTION: The Peoria Manufacturing Operation (PMO) focuses on mining trucks. What specific products are produced there?

ANSWER: We manufacture seven of the largest electric-drive mining trucks in the world, ranging from the 200-ton-capacity 730E to the 400-ton 980E, as well as autonomous versions of some models. Every Komatsu mining truck ordered worldwide is built and shipped from the PMO. In addition, all global engineering support, research and development, parts and testing for the products manufactured are handled here. That's unique compared to other Komatsu manufacturing operations in North America.

QUESTION: What is the state of the mining industry?

ANSWER: There has been some overall volatility lately. After a down

period, all the markets experienced a surge, then stabilized a bit. Trends look positive going forward, and analysts are predicting growth for mining during the next five years. Komatsu is taking a proactive approach to further expand its footprint in the mining sector.

QUESTION: Do you encourage customers to visit the PMO?

ANSWER: Absolutely. It's a fantastic experience for people to see how these massive haulers are manufactured. If the timing is right, visitors may even watch their own trucks being built. We also view it as a great opportunity to showcase the quality that Komatsu builds into its products and the world-class support behind them. ■



Komatsu's Peoria Manufacturing Operation produces seven of the largest electric-drive mining trucks in the world, ranging from the 200-ton-capacity 730E to the 400-ton 980E, as well as autonomous versions of some models.



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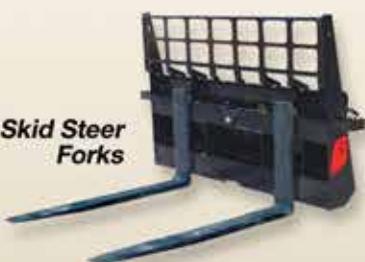
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NEW ENGINE OIL

Komatsu designed its CK-4 Genuine Engine Oil for better wear protection in all conditions

Lubricants are the lifeblood of any machine, helping them run at peak performance, according to Bruce Gosen, Senior Product Manager, Komatsu Parts Marketing. "They protect against wear, so it's essential to have the best oil possible for extended engine life," said Gosen.

Komatsu makes its new EO15W40-LA (CK-4) from semi-synthetic base oil rather than from conventional base oils. "That provides better protection, especially in severe conditions, compared to most other 15W-40 engine oils in the marketplace," said Gosen. "It also has several benefits that contribute to better fuel economy compared to the CJ-4, which this new product replaces.

Specific benefits of the new oil:

- It has outstanding resistance to oxidation and deposit formation, helping engines maintain their original horsepower and fuel-efficiency ratings.
- The new oil quickly sheds air bubbles, enabling equipment to operate on extreme grades where air can be drawn into

the oil-pump suction line and compromise engine health and performance.

- It was designed to protect even the hottest components in off-road engines such as turbocharger bearings, piston rings, top lands and more.
- The oil was formulated to maintain its viscosity, even under extreme oil-drain conditions. EO15W40-LA has a low-ash formula that has been enhanced to meet CK-4 specifications. In addition to Tier 4 equipment, it is backward-compatible for use in Tier 3 and older machinery.

The new engine oil can be used in any brand of equipment that requires 15W-40, CK-4, CJ-4, CI-4 or ECF-3 oil.

"While not required by the American Petroleum Institute, we field tested EO15W40-LA in order to confirm its performance and benefits in large, off-road equipment," said Gosen.

"We encourage anyone who wants excellent performance throughout the life cycle of their machinery to choose Komatsu Genuine Oils like our CK-4, which is one in a line of competitively priced products that are available through our distributors." ■

Komatsu's EO15W40-LA (CK-4) Genuine Engine Oil reduces wear and helps maintain original fuel economy. It is approved for use in all engines that require CK-4 and is backward-compatible for use in Tier 3 and older machines.



OPTIMIZING JOBSITES

Partnership for aerial mapping provides resources to reduce costs, increase efficiency

With drones becoming an increasingly common worksite tool, Komatsu has identified aerial mapping and analytics as key components of its SMARTCONSTRUCTION initiative – a range of integrated hardware and software solutions designed to offer an end-to-end workflow for each phase of construction. In addition to its long-standing relationship with



Jason Anetsberger,
Komatsu Senior
Product Manager

Skycatch, Komatsu recently boosted those capabilities by partnering with Propeller Aero, a global leader in cloud visualization and analytics solutions.

"A Komatsu SMARTCONSTRUCTION jobsite, by definition, is technology enhanced and production optimized," said Jason Anetsberger, Komatsu Senior Product Manager. "Adding Propeller Aero as a key partner gives

our North American distributors and customers exceptional capabilities to achieve this standard for aerial mapping. Propeller combines simple, yet powerful analysis tools with fast and accurate site visualization."

Komatsu spent several years testing various commercial drone mapping and analytics options. In Propeller, it found an exceptionally robust product, well-suited to meet the needs of modern construction operations. Propeller balances ease of use with survey accuracy and reliability.

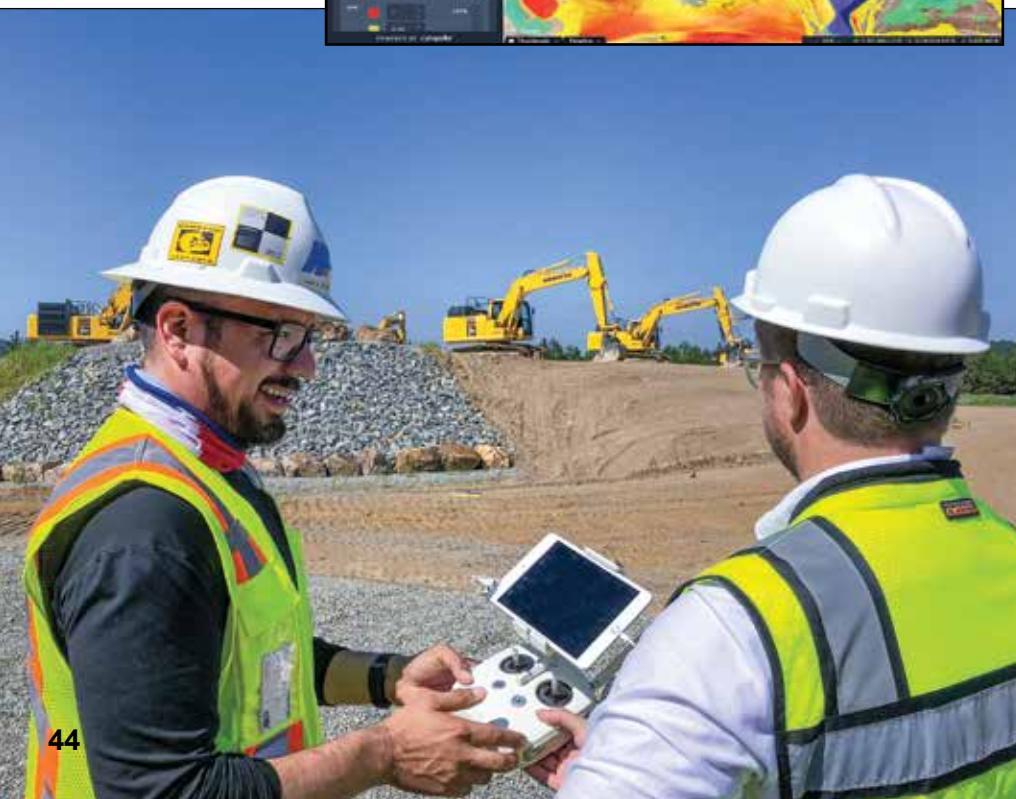
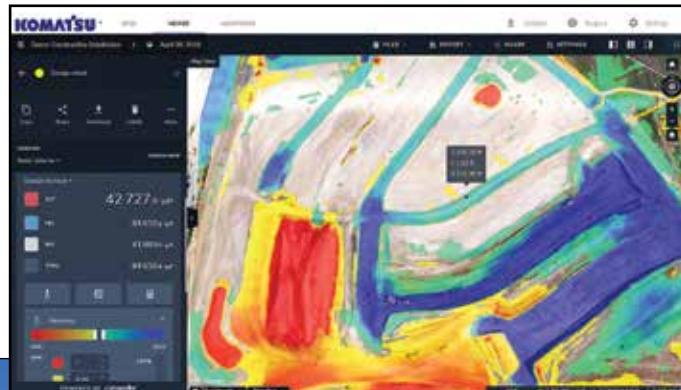
Powerful data at your fingertips

Propeller's processing machinery quickly crunches drone images and delivers the results as a cloud-based, 3-D model to a desktop or tablet. From there, powerful collaboration and analysis tools let users perform height, volume and slope calculations as well as monitor if a project is on-track.

The technology platform created by Propeller supports multiple coordinate systems, including local site calibrations. This allows personnel to capture up-to-date data expressed in the specific geospatial coordinate already in use on that jobsite. Local grid support is crucial for ensuring that drone-captured maps and models match up with plans and previous surveys.

"Worksite managers are starting to see the real business value of accurate, up-to-date drone data," said John Frost, Vice President of Business Development at Propeller Aero. "That's why we're building tools and workflows designed for experts and non-experts alike. It's all about empowering users with information to reduce costs, improve safety and make the most efficient use of resources." ■

Komatsu is now partnering with Propeller Aero – a leader in cloud visualization and analytics solutions – to provide customers with simple, yet powerful tools that offer accurate site visualization. Propeller balances ease of use with survey accuracy and reliability.





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RECRUITING A NEW GENERATION

Creating a sense of community and belonging can attract, retain millennial workers

Construction companies are facing a critical time. An abundance of available projects is unquestionably a good thing, but the industry's positive momentum is exposing one of its most serious issues – the lack of skilled workers.

While company owners are beginning to invest in recruiting measures, keeping new staff members will be the next challenge. That may be especially true for millennials. Hiring and retaining them is a growing concern, especially considering that they now comprise the majority of the workforce. According to a Gallup poll, six in 10 millennials are currently open to exploring new job opportunities.

Part of the reason is the ability to easily search for a seemingly infinite number of jobs at any time. There are thousands of positions listed across hundreds of online job sites, so why would employees limit themselves to one career for the rest of their lives? Society fosters the perception that the next employer will pay more or will offer other attractive features.

Some of the blame lies in the culture of instant gratification, but a majority of the issue stems from a disconnect between employer and employee. Many young workers would like to stay at a job long term, if only their companies did a couple of things differently.

Cracking the code that is the millennial workforce will make or break businesses throughout the next decade, notes Iluma Learning, Inc. Founder Amy Parrish. "Millennials are looking to be a part of something; they crave a sense of community and belonging," she writes. "The idea of working for a faceless corporation is not always appealing to millennials – they want to be welcomed and appreciated for their

efforts, regardless of the industry. A company's culture goes a long way toward helping it transcend a workplace and become something more meaningful that employees can really buy into and commit to."

Match practices to your culture

Taking concrete steps can help your company understand how to hire, develop and retain this generation of young, ambitious workers. According to Parrish, every organization has a culture, whether it defines one or not.

"The way a company runs its daily operations, values employees and works with customers shapes its culture," she writes. "Making a concerted effort to delineate and develop a positive culture goes a long

way toward attracting and retaining employees. While rules and regulations can create the outline for a company, the culture colors, shades and highlights the areas that reside outside the lines. Policies and procedures may tell the what, but culture provides the who, why and how."

Parrish points out that a culture is about more than buzzwords on letterhead or a website. "The real culture is what happens at the workplace every day. If a company says it values employees' opinions, staff members should feel like their input matters. If it says it cherishes time away from work, then an organization should not require 80-hour workweeks

Continued ...

Companies can attract and retain millennial employees by creating a positive culture. "The real culture is what happens at the workplace every day," said Iluma Learning, Inc. Founder Amy Parrish. "If a company says it values employees' opinions, staff members should feel like their input matters. Talk to employees and managers to truly determine if your company's practices are matching up with your culture."



Show millennials they can lead, grow and achieve

... continued

or shame workers into forgoing their vacation days. It is important for owners and leaders to monitor the real culture of their workplace continuously. Talk to employees and managers to truly determine if your company's practices are matching up with your culture."

Avoid the turnover trap

Millennials want to be pushed and challenged to do more. Creating a culture where employees feel welcome and encouraged to test their resolve from day one will entice new hires to join your team and also stay longer. You will be rewarded with hardworking, long-term employees who are invested in the company.

Winning over millennial talent has less to do with offering hip perks or remodeling the office than it does with showing millennials that they

have a future at your organization where they can learn, grow, achieve and lead, according to a recent Gallup poll. Providing opportunities for career growth as well as personal development plays a major role for millennials when deciding where to work and how long they are willing to stay with one company.

Like any employee, as millennials learn and grow, they want opportunities to provide input and the ability to work independently when appropriate. Show a candidate that there is genuine mutual trust between employer and employee to accomplish a task without micromanagement. Once a millennial is hired, create a monthly review to show progress and areas of improvement. The review should be a two-sided equation. When you involve millennials in the process and define their aspirations, you will

create a stronger connection between the company and the work that millennials are doing.

"Employers will be relying on millennial talent for decades to come," writes Klyn Elsbury, CEO & Founder of Landmark Makers in an article that appeared on Forbes.com titled "Five Proven Tactics for Hiring and Retaining Millennial Employees." "If you want your new talent to stay with you, you have to give them unique reasons to. Only the organizations that understand how talent wants to be treated will avoid the turnover trap." ■

Note: Information in this article was gathered and compiled from various sources, including an interview with Amy Parrish, M.Ed., MBE, a Professional Management Leadership Specialist for the heavy equipment industry. She has 15 years of experience in the industry and has worked with the Association of Equipment Distributors as well as several heavy equipment manufacturers.

A recent Gallup poll found that six in 10 millennials are currently open to exploring new job options. You can attract and keep millennials by giving them opportunities to grow and learn.



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COMMUNITIES AT RISK

Additional federal infrastructure investment is critical to ensuring safe drinking water

When news of the Flint, Mich., water crisis made headlines, nearly 21 million people across the country relied on water systems that violated health standards. Low-income communities, minority populations and rural towns disproportionately deal with barriers to safe water.

Drinking water challenges are complex: failing infrastructure, polluted water sources and low-capacity utility management are all part of the issue. Declining investment in water infrastructure throughout the last several decades has exacerbated the problem.

Access to safe water is essential for our survival and our economy. Without serious investment in water infrastructure, we will continue to put communities at risk. As a country, we must support existing funding sources for water infrastructure, develop new and innovative



Sara Schwartz,
Union of Concerned
Scientists, Early
Career Scientist
Mentor Program
Participant

funding mechanisms and more effectively prioritize the water needs of underserved communities.

Investment in water infrastructure has decreased. An analysis from the Value of Water Campaign shows that combined federal investment in drinking water and wastewater infrastructure declined from 63 percent of total capital spending to 9 percent since 1977. State and local governments have also decreased their capital spending on water infrastructure in recent years. The EPA estimates that the United States needs to invest \$472.6 billion in the next 20 years, the majority of which can be attributed to rehabilitating, upgrading and replacing existing infrastructure.

Essential for health, economy

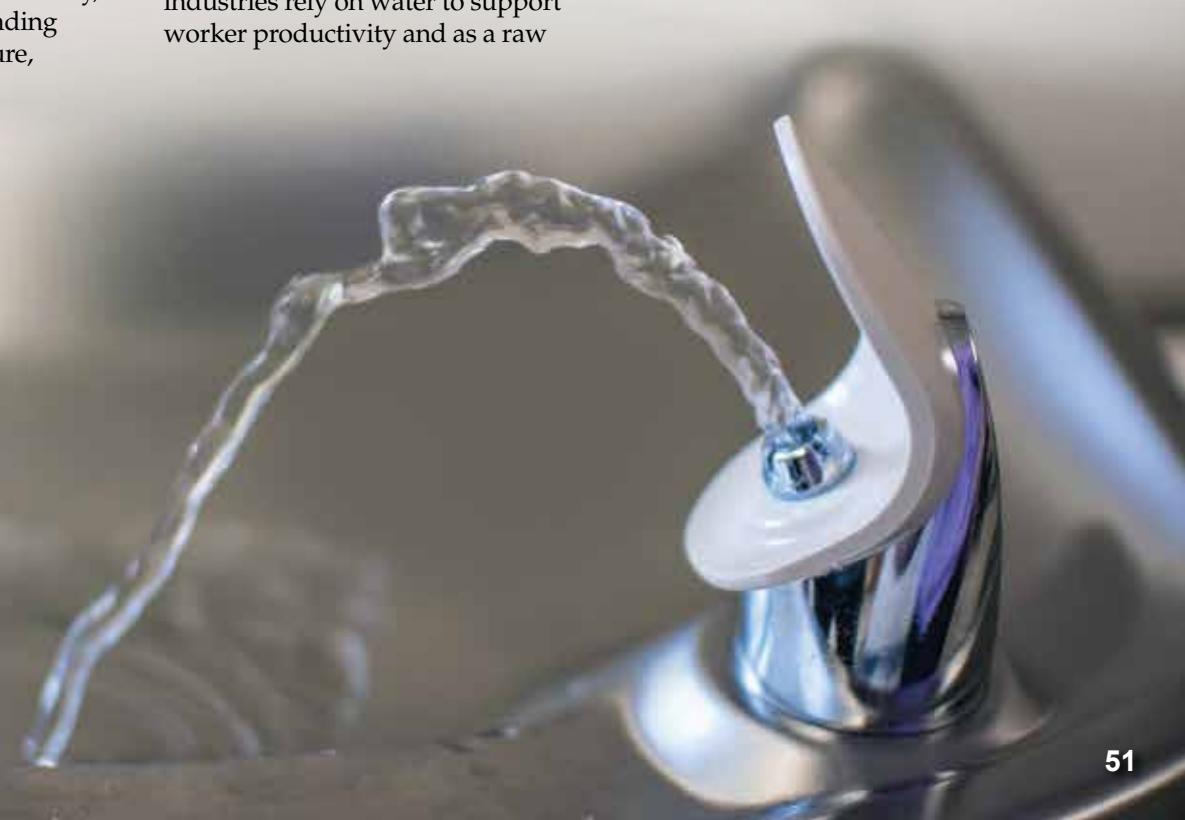
Safe water is essential to our health – and if we’re not healthy, we can’t work. Businesses and industries rely on water to support worker productivity and as a raw

resource for goods and services. According to the Economic Policy Institute, \$188.4 billion spent on water infrastructure investment in five years can yield \$265 billion in economic activity and create 1.9 million jobs.

Federal investment in water infrastructure must continue to grow. The reality is that Flint is not an isolated incident. Communities across the country struggle to provide safe water. People are working hard to address these issues, but more effort is needed. Everyone can play a role by making our failing water systems and the communities that rely on them a priority. Safe water must no longer be a luxury. ■

Sara Schwartz holds a master's degree in environmental management from the Yale School of Forestry and Environmental Studies. This article is excerpted from a blog post. For the full version, visit blog.ucsusa.org. Connect with Schwartz at www.linkedin.com/in/saraschwartz1/.

Investment in the nation’s water systems is critical, and we must put more money toward existing infrastructure, especially in underserved communities, says Sara Schwartz, Union of Concerned Scientists, Early Career Scientist Mentor Program Participant.





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Not available at all locations

PROFITABLE PLANNING



Rebuilding machinery provides significant cost savings versus buying new

Large, off-road machinery parts and components generally have a projected life span, or number of hours they are expected to last. In most instances, that's somewhere in the 20,000- to 30,000-hour range. With that in mind, aggregate and mining producers can easily plan ahead for a rebuild that will extend the life of their equipment and do it at a fraction of the cost of replacing with a new machine.

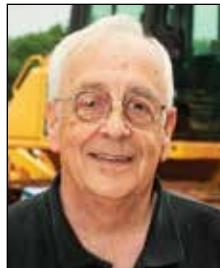
"Typically, the planning process begins six months to a year ahead of time," said Kirby Smith Machinery Senior Vice President and Oklahoma City Branch Manager David Baker. "If the machine is a Komatsu loader or truck, we like to use Komatsu's Firm Future Order program, which guarantees parts availability at a set price, with some conditions, when the time for repair arrives. That enables customers to budget more effectively for the rebuild."

"Having that lead time lets us schedule shop space and personnel in preparation for the job and hit the ground running when the equipment arrives," Baker added. "We want to return the machinery to service as quickly as possible."

The first step in a rebuild is removing all major components, essentially stripping the machine to its mainframe, which, in nearly every instance, is still solid. The mainframe is steam cleaned, then the process of putting the machine back together begins. Kirby-Smith personnel and the customer work together to determine which items to replace.

Close to like-new condition

In most cases, old components are substituted with remanufactured or new parts and units, including engines, transmissions, differentials, hoses, brakes



David Baker,
Senior Vice
President, Oklahoma
City Branch Manager

and wiring harnesses. The mainframe remains and the other items, such as the cab, are reused.

"Upon completion, the loader or truck is close to like-new condition and ready to go another 20,000 hours or more," said Product Support Representative Wayne Walker. "Parts and labor are guaranteed for a certain length of time."

"Of course, to reach any high-hour milestone, the equipment owner has to be diligent about performing scheduled maintenance and keeping inspections up to date; oil sampling is critical," he added. "Every time I'm in a plant or pit, I do walk-arounds of the

machinery to see if there are items to address in order to maintain longevity and maximize uptime until it's time for the rebuild."

Even a keen eye can't prevent the inevitability of parts wearing out. "It's a matter of time, but taking proactive steps can ensure long-term production," said Baker. "Through the years, we have completed numerous rebuilds that have provided significant cost savings to mines and quarries, and we encourage others to contact us if they are interested in doing so, too."

To watch a time-lapse video of service personnel at Kirby-Smith Machinery's Oklahoma City branch rebuilding a Komatsu WA600 wheel loader, scan the QR code below. ■



Discover more at
KirbySmithConnection.com



Planning ahead ensures that shop space is available and parts are on-hand when a machine arrives at a Kirby-Smith Machinery shop to be rebuilt. Most major components and units are typically replaced with OEM remanufactured items, including engines, transmissions, differentials, hoses, brakes and wiring harnesses.



▶ VIDEO



Machine uptime is crucial for your success and regular equipment maintenance is the key to ensuring long-term reliability, performance and value.

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NEWS & NOTES



Brad Campbell tabbed as Vice President, Product Support

Kirby-Smith Machinery's Brad Campbell has been promoted to Vice President, Product Support. The 40-year heavy equipment industry veteran joined Kirby-Smith in 2016 as a General Service Manager.

In this position, he will lead more than 300 parts and service employees and facilitate product support goals in an effort to grow the company's offerings and improve the overall customer experience. Campbell will also focus on developing



Brad Campbell,
Vice President Product
Support

Kirby-Smith's technician base, which grew by more than 40 employees in 2018.

"We want to create lifetime customers and team members who support one another," said Campbell. "With a strong focus on improving customer satisfaction and our continued support, training and education for parts and service personnel, we will continue to live out our vision of becoming a world-class leader of product support in the heavy equipment industry."

Campbell has held similar management positions for several large equipment dealerships in three states throughout his career.

"Brad is a true professional and is very thoughtful," said Jeff Weller, Kirby-Smith Machinery Chief Operating Officer and Executive Vice President. "He is the type of leader who lets his actions do the talking, and it is evident that he sincerely values and looks after the needs of his people, while at the same time championing product support. He will do a tremendous job in this new leadership position." ■

Pam Duncan named International Sales Rep, Equipment Appraiser

Pam Duncan recently joined Kirby-Smith Machinery as its International Sales Rep and Equipment Appraiser. She is part of the Used Equipment Department, and her primary focus is growing the company's used machine business internationally. In addition to selling Kirby-Smith Machinery's used inventory, Duncan will help evaluate trade-ins for the department.



Pam Duncan,
International Sales Rep,
Equipment Appraiser

Duncan is already familiar with Kirby-Smith's wide assortment of equipment offerings, particularly the Wirtgen Group of products, which is a specialty for her.

Duncan brought more than 10 years of experience in international and domestic equipment sales to the position. As the top salesperson at

her previous company for the past three years, Duncan is no stranger to success.

"There is a tremendous need for used equipment in the international market," said Duncan. "I look forward to showing the value our large inventory selection offers buyers."

A native of the Dallas area, Duncan has been married to her husband, Chris, for three years. She has a son, KJ, who is in high school. She loves to spend time outdoors with her family, which also includes two dogs. ■

Chuck Riddle promoted to Governmental Sales Manager, Oklahoma

Kirby-Smith Machinery recently promoted Chuck Riddle to Governmental Sales Manager, Oklahoma, putting him in charge of the governmental sales team for the state. He maintains his current sales territory in northeast Oklahoma as well, a position he took on when he joined the company in 2017.



Chuck Riddle,
Governmental Sales
Manager, Oklahoma

"He is respected in our industry and his community. Chuck's extensive sales experience, leadership and work ethic will continue his success with our company and his new responsibilities."

Riddle has been in the heavy construction industry for 20 years, covering most of Oklahoma during that time. He has a strong presence in the industry, connecting with and actively

serving all of the state associations that support leadership and events related to statewide municipalities. Chuck and his wife, Jennifer, have been married for 24 years and have two adult children and one grandson. He enjoys spending time with family and lake life.

"I am excited for the opportunity afforded me to remain a part of the culture Kirby-Smith has created in our industry," said Riddle, who was born and raised in the Sooner State, resides in Glenpool. ■

"Chuck was a great addition to our sales team," said Bill Gustafson, Senior Director Sales-Oklahoma.

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JD Young, VP & Chief Financial Officer
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, VP Product Support
Phil Belcher, Controller
Randy Short, Corporate Inventory Mgr.
James Powell, Director of Paving and Minerals
David Mehrtens, 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
Chad Shepard, Technical Trainer/Recruiter
Ben Sittin, Internal Technical Trainer
Jay Van Duzer, Product Trainer
Kelly Shuffield, General Service Mgr., Crane Division

Pipeline Services Division

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Derek Birdwell, Account Mgr., Pipeline Services
Scott Jeter, Account Mgr., Pipeline Services
Jason Rogers, Service Mgr., Pipeline Services
Tom Richards, Parts & Service Sales Rep.

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Mike Wolf, Governmental Sales
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Josh Layman, Rental Sales Rep.
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Aaron Cox, Crane Product Service Mgr.
Darrin Gourley, Product Service Mgr.
Charles Owens, Product Service Mgr.
Earl "Gene" Priddy, Product Service Mgr.
Austine Redwine, Product Service Mgr.

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Mike Green, Territory Mgr.
Dan Rutz, Territory Mgr.
Chuck Riddle, Governmental Sales Mgr., OK
Ted Terwort, Governmental Sales
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Chad Lair, Rental Sales Rep.
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Brian DeVore, Parts & Service Sales Rep.
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George Cross, Service Mgr.
Aaron Cox, Crane Product Service Mgr.
Kurt Maxwell, Product Service Mgr.
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Dan Thompson, Governmental Sales
Pam Duncan, International Sales/Equip. Appraisals
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Chase McKinney, Rental Sales Rep.
Ryan Swanson, Rental Sales Rep.
Roddy Conner, Parts & Service Sales Rep.
Stephen Moore, Parts & Service Sales Rep.
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Jason Wolfe, Territory Mgr.
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Jacky Miller, Rental Sales Rep.
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2016 Komatsu D65PX-18,
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KM13358, 6,309 hrs., \$97,500



2014 Komatsu PC138USLC-10,
KM14175X, 3,500 hrs., \$112,500

Year/Make/Model	Stock #	Hrs.	Price	Year/Make/Model	Stock #	Hrs.	Price				
CRANES											
2006 Grove RT890E	GR06562X	8,700	\$310,000	2013 Komatsu WA200-6	KM13108X	7,481	\$59,500				
2008 Grove RT890E	GR08698	8,760	\$350,000	2015 Komatsu WA320-7	KM15265M	4,404	\$119,500				
2010 Grove RT9130E	GR10814	9,375	\$600,000	2014 Komatsu WA320-7	KM14086X	10,448	\$69,500				
2008 Grove TMS9100E	GR08726X	12,915	\$525,000	2012 Komatsu WA380-7	KM12390D	2,145	\$149,900				
2010 Tadano TM1052	TD10036	7,300	\$99,750	2007 Komatsu WA200-5	KM00537X	11,939	\$39,500				
2007 Effer 550.6S	ZZ07309	1,750	\$140,000	2010 Komatsu WA320-6	KM10389X	14,112	\$49,500				
EXCAVATORS											
2011 Komatsu PC138USLC-8	KM11737X	5,800	\$69,500	2012 Komatsu WA320-6	KM12800X	12,340	\$53,500				
2016 Komatsu PC55MR-5	KM16283X	936	\$59,500	2013 Komatsu WA320-7	KM13358	6,309	\$97,500				
2013 Komatsu PC360LC-10	KM13251X	4,510	\$178,900	2014 Komatsu WA270-7	KM1027X	10,023	\$74,500				
2013 Komatsu PC160LC-8	KM13283X	3,936	\$84,500	2011 Volvo L250G	ZZ11009X	14,193	\$129,500				
2011 Komatsu PC200LC-8	KM11831X	8,661	\$64,750	2011 Volvo L250G	ZZ11012X	10,298	\$144,750				
2011 Komatsu PC138USLC-8	KM11660D	6,189	\$59,750	2001 Cat IT28G	CT01002X	18,800	\$36,500				
2016 Komatsu PC55MR-5	KM16282X	1,245	\$55,000	2006 Cat 938G	CT06001X	11,500	\$49,500				
2016 Komatsu PC210LC-11	KM16202M	4,880	\$109,800	2008 Cat 938H	CT08008X	13,100	\$64,000				
2011 Komatsu PC200LC-8	KM11693	7,419	\$69,500	2007 Cat 950 H	CT07002X	15,870	\$62,500				
2012 Komatsu PC290LC-10	KM12433D	5,860	\$104,600	WHEEL LOADERS							
2006 Komatsu PC300LC-7	KM06293X	8,305	\$67,500	2013 Komatsu WA200-6	KM13108X	7,481	\$59,500				
2013 Komatsu PC360LC-10	KM13353	6,109	\$129,850	2015 Komatsu WA320-7	KM15265M	4,404	\$119,500				
2012 Komatsu PC360LC-10	KM12438D	6,309	\$124,250	2014 Komatsu WA320-7	KM14086X	10,448	\$69,500				
2012 Komatsu PC360LC-10	KMU12245	7,832	\$107,500	2007 Komatsu WA200-5	KM00537X	11,939	\$39,500				
2008 Komatsu PC400LC-8	KM08948X	9,360	\$99,500	2010 Komatsu WA320-6	KM10389X	14,112	\$49,500				
2012 Komatsu PC490LC-10	KM12962D	8,809	\$154,500	2012 Komatsu WA320-6	KM12800X	12,340	\$53,500				
2014 Komatsu PC138USLC-10	KM14175X	3,500	\$112,500	2013 Komatsu WA320-7	KM13358	6,309	\$97,500				
2012 Hitachi ZX160LC3	HI12000X	4,400	\$84,500	2014 Komatsu WA270-7	KM1027X	10,023	\$74,500				
2012 Volvo EC300DL	ZZ12008X	7,262	\$82,500	2011 Volvo L250G	ZZ11012X	14,193	\$129,500				
2004 Cat 5110B	CT04008X	10,500	\$349,000	2001 Volvo L250G	ZZ11010X	9,958	\$144,750				
2013 Cat 320E	CT13008X	6,288	\$114,500	2006 Cat 938G	CT06001X	11,500	\$49,500				
2009 Cat 336DL	CT09005X	7,785	\$114,500	2008 Cat 938H	CT08008X	13,100	\$64,000				
2007 Cat 336DL	CT09005X	7,785	\$114,500	2007 Cat 950 H	CT07002X	15,870	\$62,500				
TRUCK											
2008 Rosco 4,000-gal WT	RS08057	3,227	\$61,750	CRAWLER DOZERS							
PAVING & COMPACTION											
2015 Vögele Vision 5200-2i	VO15002X	4,700	\$119,500	2014 Komatsu D39PX-23-Hitch	KM14199X	2,300	\$99,500				
2014 LeeBoy 8510	LB14006X	2,208	\$89,500	2016 Komatsu D37EX-23	BR80024	100	\$114,750				
2014 LeeBoy 8510C	LB14015X	2,510	\$79,500	2011 Komatsu D61EX-15EO	KM11394X	5,600	\$89,500				
2008 Bomag MPH122-2	BG08075X	1,500	\$199,500	2008 Komatsu D61EX-15EO	KM08720D	5,800	\$85,000				
2007 Wirtgen WR2500S	WR07000X	5,538	\$439,000	2011 Komatsu D61EX-15EO	KM11762D	5,709	\$114,500				
2011 Hamm HD120VVF	HA11092	1,533	\$89,400	2007 Komatsu D65EX-15	KM07927X	6,356	\$79,500				
2010 Hamm HD+140VO	HA10042	3,930	\$57,500	2012 Komatsu D65EX-17	KM12332D	5,309	\$142,600				
2013 Hamm 3410	HA13002	1,850	\$99,500	2015 Komatsu D65PX-18	KM15323M	6,477	\$139,500				
2013 Hamm GRW280i-30	HA13046	1,556	\$114,500	2015 Komatsu D65PX-18	KM15322M	5,734	\$139,500				
2013 Hamm 3205P	HA13056	717	\$39,500	2014 Komatsu D65WX-17	KM14133X	7,130	\$129,500				
2013 Hamm 3205P	HA13056	717	\$39,500	2016 Komatsu D65WX-17	KM16408X	2,557	\$219,500				
CRUSHING & SCREENING											
2013 Spyder Scn 516T	ZZ13029X	1,400	\$189,500	2013 Komatsu D65EX-17	KM13113X	5,568	\$134,500				
2012 Kleemann MR110Z3	KL12012X	3,550	\$379,500	2015 Komatsu D65PX-18	KM15287M	6,037	\$139,500				
MANLIFT											
2013 JLG 600S	JL13019	3,009	\$64,300	2016 Komatsu D65PX-18	KM16294X	3,509	\$269,250				
BACKHOE											
2012 Deere 310KEP	JD12129J	2,643	\$43,750	1994 Deere 850C	JD94001X	4,365	\$59,500				
SKIDSTEERS											
2005 Takeuchi TL150	TC99035X	1,280	\$31,500	2014 Cat D6T XW	CT14009X	9,315	\$139,500				
2013 Cat 259B3	CT13010X	2,394	\$28,500	2014 Cat D6N XL	CT14024X	2,992	\$198,500				
2013 Cat D6N XL	CT13001X	2,476	\$189,500	2013 Cat D6N XL	CT14001X	2,736	\$204,500				
2013 Cat D6N XL	CT14001X	2,736	\$204,500	CRUSHING & SCREENING							



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2007 Effer 550.6S,
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